

National Fire Sprinkler Magazine

May-June 2017
No. 202

The Flagship Publication of The National Fire Sprinkler Association



BUYER'S GUIDE 2017

**Considerations Regarding
the Environmental
Conditions of Sprinklers**

pg. 18

**NFPA Codes and Standards
-The Revision Process and
NFSA's Role**

pg. 81

**Color-Coded ITM Tagging
Programs and NFPA 25**

pg. 75



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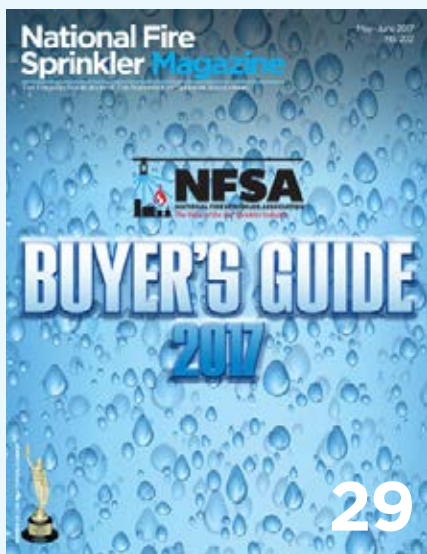
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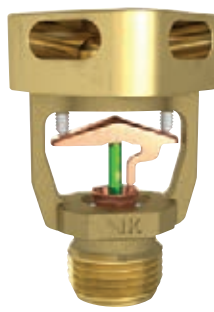
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CALENDAR

EVENTS OF INTEREST TO NFSA MEMBERS

May 9 – May 10

Sprinkler System Plan Review

Newton, MA

May 15 – May 26

Layout and Design Two Week Class

Orlando, FL

May 16 – May 17

Sprinkler System Plan Review

Houston, TX

May 18

Understanding, Applying and Enforcing NFPA 25

Houston, TX

May 31

Protecting Your Community... Ensuring Sprinkler System Reliability through NFPA 25 Enforcement

Deer Park, IL

June 2

Protecting Your Community... Ensuring Sprinkler System Reliability through NFPA 25 Enforcement

Springfield, IL

June 1

Pumps for Fire Protection

Worcester, MA

June 13

Understanding, Applying and Enforcing NFPA 25

Reading, PA

June 14

Fire Service Mains and Their Appurtenances

Reading, PA

July 31 – August 11

Layout and Design Two Week Class

Centennial, CO

October 16 – October 27

Layout and Design Two Week Class

Baltimore, MD



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That's a new term for me that I find myself using because of the influence of my daughter. When I ask questions like, "Do you know what career you want to serve in the rest of your life?", I usually get a respectable, "seriously?"

My most recent use of this word was when the Hawaii House of Representatives Consumer Protection & Commerce Committee was considering making a sunset date become indefinite on a law they had already passed. This meant requiring fire sprinklers in homes in the State of Hawaii was against the law. So, let me get this straight, the government committee charged with Consumer Protection and Commerce would first pass a bill that offers the consumer sub-standard housing, restricts the sale of life-saving product in their state, and prohibits local government from determining the adequate level of fire protection in their community, and then make it indefinite. I guess the Committee's leadership failed to bring all the stakeholder associations that could have presented their sides together. What about the option of a study sub-committee to bring back a report? No thanks, it was easier for their leadership to stick with one side of the story. Unfortunately, it wasn't our side. This is just one example of law or court decisions around the country that are not positive to the fire sprinkler industry. As our own Jim Dalton would say, "How can something so obviously good be so maligned and misunderstood?"

Speaking of our own Jim Dalton, he has been awarded one of the highest awards in the nation's fire service, the Motorola Mason Lankford award by the Congressional Fire Services Institute (CFSI) for his work on smoke alarms and fire sprinklers over his several decades of involvement. The 115th Congress is sure to pass tax reform, which is what we have been saying, for over a decade, has been holding us back from passing the Fire Sprinkler Incentive Act (FSIA). Jim Dalton has been working diligently for NFSA, promoting the FSIA since it was introduced in 2003. Congressman Jim Langevin and Jim Dalton have been championing this cause and have never wavered! While many supporters and sponsors have come and gone, the NFSA team has remained steadfast and engaged in this effort on Capitol Hill.

I will be optimistic regardless of my politics, and say that we will get tax reform. The support of the FSIA could lead to full expensing for the retrofit of fire sprinklers in properties, which would be very helpful to building owners. I would be happy, after the Conference Committee between the House and the Senate, to be back where we started with the FSIA with depreciation over five years. Regardless, the fire sprinkler industry will do what we do best, serve well and keep saving lives and property regardless of the politics.

The current economic times mean higher statistics for everyone, with this being the 3rd highest quarter on record for fire sprinkler shipments since we started recording in 1980, and the best year since the recession for contractor hours worked. The positive outcome from good economic times is that we, as an association, keep investing in serving you and that we keep utilizing your resources to fulfill our mission. We also can't lose sight that because of the increased volume of housing, the change in construction, and the increased flammability of contents, fire injuries and deaths will likely increase. I share the good and the bad to reassure you that NFSA will remain diligent in our efforts to educate and advocate.

Your team at NFSA is extremely energized to serve you and will effectively and efficiently utilize every resource we have to fulfill our mission, which is to protect lives and properties through the widespread acceptance of the fire sprinkler concept. We will continue to work diligently on your behalf and we will continue to partner with every stakeholder possible to get our message out to everyone regarding fire sprinklers. We will also keep tracking legislation in every state and keep providing resources to improve fire and life safety, and our industry. Seriously! •

A grateful,

A handwritten signature in black ink that reads "Shane Ray". The signature is fluid and cursive, with the first name being more prominent.

Shane Ray, President

"... the fire sprinkler industry will do what we do best, serve well and keep saving lives and property regardless of the politics."

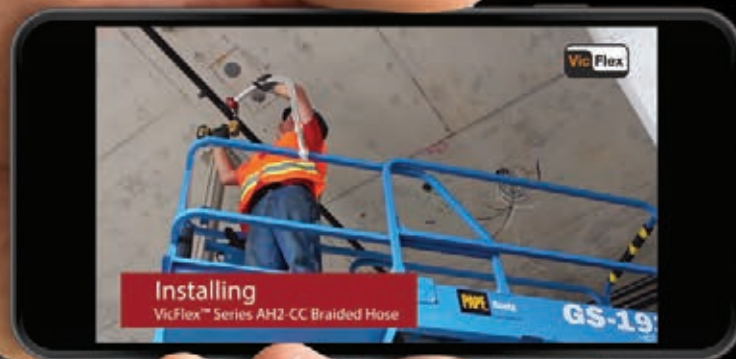


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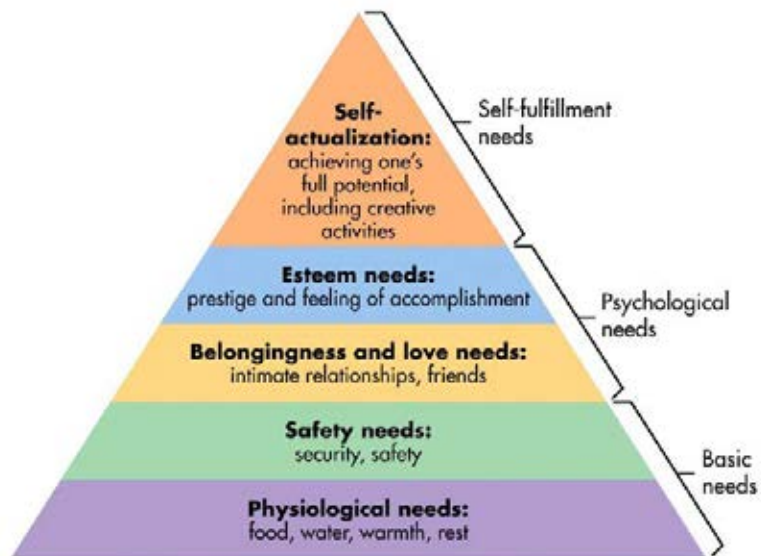
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Is Our Issue with the Legislation or the Population?

“There are those among us who believe all this focus on “residential” doesn’t influence their “business”, which includes large commercial and industrial. That conclusion is incorrect, as general acceptance of sprinklers has been proven to carry over into all applications.”

Some time ago I recall sitting in the audience when Russ Fleming (past president and industry luminary) put up a PowerPoint® slide with Maslow's Hierarchy of human needs. It was a bit befuddling, but hey, Russ is a smart guy, so I listened. Years later it came to mind again when thinking about all the directions we could go to better get our message out. Why don't people want to improve their safety when a proven and available method exists?

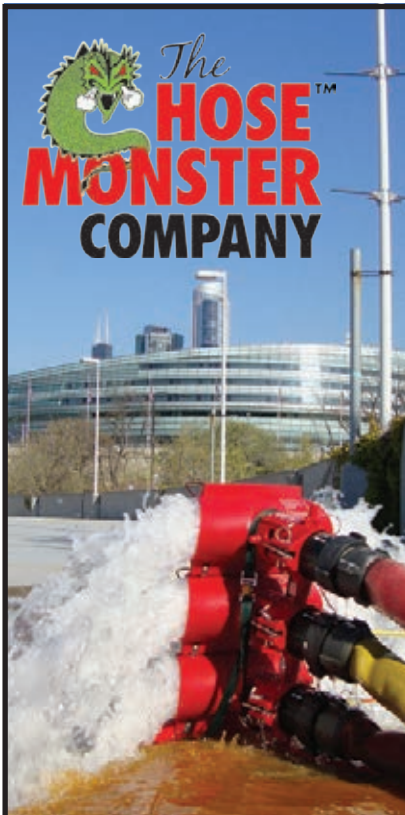
Cutting to the chase, Maslow was a psychologist who observed that we humans approach what we do in a consistent and prioritized manner. He proposed that all humans first need to survive, then to have a suitable environment, then to fully develop their potential. The chart follows:



Take note that I have added a new section at the bottom which says “Stuff we really need to do on our own but have to be forced to”. This will vary for all of us but it encompasses things like paying our taxes, taking out the trash and driving under the speed limit. Basically, absent some form of known “pain” or deprivation, we humans would opt to avoid these things. When we look at the chart, we notice the word Safety prominently displayed in the middle of this chart of fundamental human needs. Seems it's a safe bet that avoiding death and injury by fire falls in this box.

If we make the obvious linkage to fire sprinkler systems, and consider the history of our industry, we've slid from the strong motivation to do something from the days of the early mill fires in New England and the Triangle Shirtwaist fire in New York down to the “stuff we really need to do on our own but have to be forced to” box. Surely, we don't wish tragedies to occur to gain acceptance for fire sprinkler systems, but we must acknowledge there is a definite connection. Each time such an event occurs, we experience a strong public reaction and support, but it inevitably dissipates. What happens? Why does the concern and outrage “flame out”? My hypothesis is that two things occur: One, we have let the responsibility for fire safety become the sole responsibility of code enforcement and two, the public does their own subconscious risk and reward calculation and sees the risks outweighing the reward.

continued on page 10



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From the Chairman's Desk

Larry Thau

I'm certainly not advocating we reduce our efforts and investments in producing stronger code positions. What I am doing is asking us to direct some portion of our focus on dispelling the myths about fire sprinklers that have become a large part of public opinion. The code debate is one where all the players are defined and knowledgeable about the intricacies of the process. They block tackles like professionals and use "facts" to influence outcomes. It's a game we have successfully participated in for decades but also one in which we have recently experienced some setbacks. If we examine why, it's because those who dissent with our position have leveraged the public's beliefs that fires rarely occur and the risk of operational water damage is greater. The public believes that if they burn the toast, a fire sprinkler system will activate ALL sprinklers like it does in the action/adventure movies. The common-sense public position becomes avoiding fire sprinklers even though the rationale of water damage is patently incorrect.

There are those among us who believe all this focus on "residential" doesn't influence their "business", which includes large commercial and industrial. That conclusion is incorrect, as general acceptance of sprinklers has been proven to carry over into all applications.

So, how do we develop this alternative message directly to the population? The way everyone else does. Short, concise messages which are meaningful to everyone, be they students, homeowners, hotel operators or business owners. The messages need to address the "myths" mentioned above rather than issues we have as "Industry Insiders". Here are a few possibilities:

- "One Fire, One Sprinkler"
- "No Sprinklers, No Go"
- "Smoke detectors make noise, sprinklers stop fire"
- "Smoke activates detectors, only heat activates sprinklers"
- "Even heroes need some help, install fire sprinklers" – This would include a photo of a uniformed firefighter.

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Larry Thau, Chairman

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Humor as a Negotiation Tool, or How Humor Saved the World

by: *Karyn Buxman*

OCTOBER 1962 – The world held its breath as the United States and Russia went to the brink, with nuclear weapons at the ready. Russia was installing nuclear missiles in Cuba, a mere 90 miles from the Florida coast. The 13-day crisis played out in real time on televisions around the world. As American and Soviet delegates came together to negotiate, tensions were high, and they soon became deadlocked. And then... a Russian delegate told a joke: “What is the difference between Capitalism and Communism? In Capitalism, man exploits man. In Communism, it is the other way around.” Delegates on both sides laughed and this created a bond among all of them. (Hey, ya gotta start somewhere!) With the tension eased for the moment, talks resumed, and eventually a deal was struck that avoided blowing up the planet. No small feat!

Whether you're negotiating for world peace or for which movie to go to, humor can play a crucial role in your success. According to a recent study on business negotiations, humor has numerous functions in the negotiation process. It can put the negotiators at ease; it can introduce a difficult issue; it can foster togetherness and team spirit; it can help the other negotiator save face and it can be a way of being cooperative, in spite of disagreement. Additional studies show that if you can inject humor into your negotiations, you're more likely to get what you're negotiating for.

Once when I was negotiating with a potential client over the phone, it became obvious that budget was a delicate topic. I could feel the tension rising, and when he posed the question: “How much is this going to cost me?” I wanted to reduce the tension. I paused and said, “Are you sitting down?” He laughed, and from that point, the conversation about money went smoothly. Those four little words, spoken in just the right tone of voice, have helped me close dozens of deals over the years.

Think strategically. Who do you negotiate with? It might be with a colleague, a competitor, a customer, an employee, a boss, or even a family member. (You do understand, I hope, that getting a child to go to bed is not something that you command, but rather something you negotiate. Some of those rug rats make Johnnie Cochran look like an amateur. And don't even get me started on teenagers!) What are you negotiating for? Examine it and look for an opportunity to weave in a little humor, like a humorous and relevant anecdote, a funny comment or gesture. You probably want to start with something whimsical. Something short. Something that relates to the situation at hand. Negotiations are often important and intense, so use humor wisely, cautiously and professionally. (No “sharp jabs” like Don Rickles is famous for!)

The ability to successfully negotiate is a helpful skill for everyone,

but it's an essential tool for anyone who plans to sell or lead. You may not be called upon to save the world from nuclear war, but I guarantee that sometime soon you will be called upon to save a deal, or make the sale, or advance your agenda in some manner. Humor, used strategically, can make you a more powerful and effective negotiator.

© 2016, Karyn Buxman. All rights reserved. Neurohumorist and professional speaker Karyn Buxman knows the key to experiencing real results from strategic humor is consistency. For help in establishing your humor habit and using it to increase sales and customer satisfaction sign up for her free ezine, *LevityWorks* or buy her book 'Lead With Levity'. Article Source: http://EzineArticles.com/expert/Karyn_Buxman/2198408 © 2017 Ezi

continued on page 14



Certificates of Incorporation

Stuart S. Zisholtz

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

This article will not deal with the usual construction issues, but with something that is very important in your business career.

Since most of you, if not all of you, have corporations, you are aware that a Certificate of Incorporation is filed with the Secretary of State. The Certificate of Incorporation not only lists the number of shares that the corporation will issue, but also lists the address of the corporation.

The purpose of listing the address is that many people who want to sue corporations serve the Secretary of State to obtain jurisdiction. The Secretary of State, in turn, sends a copy of the lawsuit to the address on file.

A problem can develop when the corporation moves to another location and fails to advise the Secretary of State. If the address is not the current address, then the corporation may never see the summons.

Until recently, the Courts were very liberal in vacating default judgments where service was made on the Secretary of State and the corporation never received it. Those judgments were readily set aside. Recently, however, the Courts have found otherwise. The Courts have held that if you have a corporation and you do not update the information with the Secretary of State and a default judgment is entered, it is too bad. The judgment remains.

It is essential, therefore, to update your information with the Secretary of State. If it is old and obsolete, it may require the filing of a Certificate of Amendment of an Address. •

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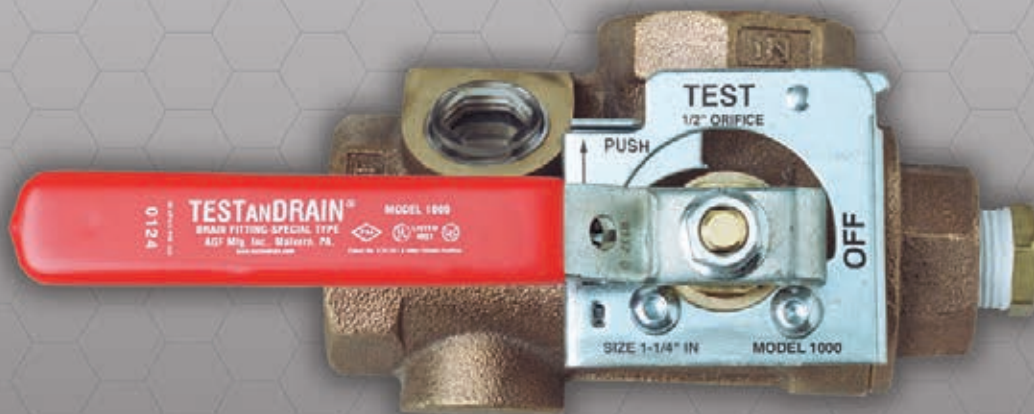
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by James D. Lake, **NFSA’s Director of Training**



Recently, a blog article appeared in LearnDash.com with the headline “*Microlearning Becoming the Latest Trend*”. Another source provided this description of Microlearning; Microlearning is an emergent learning strategy known for quickly closing skill and knowledge gaps by teaching and delivering content to learners in small, very specific bursts. The learners are in control of what and when they’re learning.

Microlearning is an ideal instructional approach for many situations because of its mobility and accessibility. This accessibility empowers learners by moving away from a “push-out” learning model to one that is a “pull-in” model. Learners benefit by gaining access to information on demand to solve pressing issues. This different approach to acquiring knowledge can be accomplished using digital platforms and technologies in its delivery such as PDAs, smartphones and mobile phones, becoming an important facet of learner motivation and learning outcomes.

The interesting part of all of this is that NFSA has been a leader and trendsetter in this training approach long before it was considered a “trend.” In his blog on Microlearning, Justin Ferriman, the co-founder and CEO of LearnDash says, “That’s the thing with trends, in most cases a trend has actually existed for some time before it becomes popular.” NFSA members have been accessing this member benefit since it was developed in 2011. Since then, this dynamic site is comprised of topics derived from culling through questions that come through the Expert of the Day (EOD) service. Topics of particular interest are then developed into Video EODs and added regularly to provide multiple outlets to keep NFSA members informed.

NFSA’s Video Expert of the Day (VEODs) can be found on our **NFSA.tv** website accessible through the Training and Events tab on www.nfsa.org or by going directly to <http://www.nfsa.tv/cgi-bin/tvmain.cgi>, then navigate through the Channels tab.

Because it is a member benefit it requires a login to access.

Here is an example of topics on the EOD Channel of **NFSA.tv**.

- Paint Booths
- How do you find the distance and coverage area for a sloped ceiling?
- Choosing Sample Area
- Parallel and Perpendicular
- Paint and Fire Sprinklers
- Calculating Hydraulic Areas with Sloped Ceilings
- High Piled Storage in IBC
- Sizing Pump Suction and Discharge Piping
- Can A Pool Be Used As a Water Supply
- Deflector Distance Below Insulation
- Dropping Sectional Drains out of Attics
- Pool Sprinklers
- Closets in NFPA 13
- Standpipe Connections
- Levels of Deficiency (NFPA 25)
- Sprinklers by Kitchen Cabinets
- Support of Risers
- Large Diameter FDC STORZ
- Hydraulic Information Signs
- Flow Control Valve Assemblies
- Small Rooms Open to Concealed Space
- Air Compressors
- Locking FDC Caps
- Greater Than 30 Inch Soffits
- Exterior Projections
- Sprinklers in Bar Joists
- Fire Pump Test Frequency
- Protecting Glass in Atrium
- Hydraulic Equipment Requirements
- K14 EFSR Sprinklers
- HVLS Fans
- NFPA 13 Certificates
- How K-Factor is determined
- Dry Barrel Sprinklers

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May / June 2017

TECH TUESDAY

ONLINE

May 16, 2017

Trade Ups in the IBC

Jeffery M Hugo, CBO

The 1973 America Burning report encouraged the U.S. building codes to allow more increased active fire protection systems to reduce passive fire protection systems. This becomes the birth of the tradeoff, or when lives and properties are saved, it is better referred to as the “trade up”. Since then, the NFSA and many allies have been involved in the model code arena to promote the attributes of fire sprinkler systems. This program will highlight some of the long serving trade ups in the model codes, the financial benefits of trade ups for building designers and building owners, and tools to convince customers and communities that fire sprinkler systems and trade ups save lives, property and money which benefit everyone that uses current codes.

June 20, 2017

The Impact of NFPA 3 and NFPA 4 on Sprinkler Systems

Mark Hopkins, PE

As part of the 2018 NFPA code cycle, two documents are changing in ways that will impact the way you do business. First, NFPA 3, Recommended Practice for Commissioning of Fire Protection and Life Safety Systems will become a standard. Both NFPA 3 and NFPA 4, Standard for Integrated Fire Protection and Life Safety System Testing are being incorporated through reference into the International Building Code, NFPA 101, Life Safety Code and NFPA 5000, the Building Construction and Safety Code. The important changes impacting how sprinkler systems are commissioned will be discussed as NFPA 3 becomes a standard. What will you need to do that you aren't doing now? How will this impact cost and time? The important changes impacting integrated testing will be discussed as NFPA 4 becomes more widely used. Will every sprinkler system supervised by a fire alarm system require integrated testing plans and written procedures? These important topics will be discussed.

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What's the Temperature?

Considerations Regarding the Environmental Conditions of Sprinklers

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



What's the temperature? The answer to this question plays a vital role in the successful performance outcome of a sprinkler system during both fire and non-fire conditions. You may be asking: why during non-fire conditions? It is this simple, sprinklers respond to energy. Environmental (ambient) temperature and heating are important factors that play a role in the decision process for selecting an appropriate sprinkler for a given application. One of the primary performance objectives in the design and layout of sprinkler systems is to have early sprinkler response. The idea is to have the first sprinkler respond while a fire is in its incipient stage or early in its growth stage to have maximum impact. This will allow for fire control or suppression as intended. The later the sprinkler responds during fire development the less likely fire control or suppression will be achieved.

NFPA 13, *Standard for the Installation of Sprinkler Systems, 2016 edition*, §3.6.1 provides a concise list of factors (general characteristics) considered to be important for sprinklers to achieve fire control or extinguish a fire. This section states, "The following are characteristics of a sprinkler that define its ability to control or extinguish a fire. (1) **Thermal sensitivity**. A measure of the rapidity with which the thermal element operates as installed in a specific sprinkler or sprinkler assembly. One measure of thermal sensitivity is the response time index (RTI) as measured under standardized test conditions. (a) Sprinklers defined as fast response have a thermal element with an RTI of 50 (meters-seconds)^{1/2} or less. (b) Sprinklers defined as standard response have a thermal element with an RTI of 80 (meters-seconds)^{1/2} or more. (2) **Temperature rating**. (3) K-factor (see Chapter 6). (4) Installation orientation (see §3.6.2). (5) Water distribution characteristics (i.e., application rate, wall wetting). (6) Special service conditions (see §3.6.3)."

The first two characteristics (identified in bold above) relate to temperature and heating in some form or another in regards to the performance of the thermal response elements of the sprinkler. The use of quick response (QR) sprinkler technology has altered the conventional thought that the higher the sprinkler temperature rating the slower the response and the more challenging the fire con-

ditions will be. In light and ordinary hazard occupancies, ordinary temperature rated sprinklers were considered to be necessary for both property protection and life safety concerns. The response time index (RTI) values for standard response sprinklers varied greatly, indicating a wide range in thermal sensitivity for these sprinklers. Considering the higher RTI values in addition to the higher operating temperatures meant that there would be significant deviations in the response of ordinary and intermediate temperature rated sprinklers, especially for large bulky operating links.

Figures 1 and 2 show some examples of standard and quick response link and bulb sprinklers. Figure 1 shows a comparison of bulb sprinklers. It is easy to recognize the 3mm bulbs used in the QR sprinklers. Figure 2 shows some examples of metal link sprinklers. Notice the differences in the link sizes, the larger ones are big heat sinks which take time to heat up to the operational temperature of the sprinkler. In addition to having less material, the thin fast response plate (link) used in the QR sprinklers has increased surface area to maximize heat transfer aiding in the faster response.



Figure 1. Examples of Standard and Quick Response Bulb Sprinklers

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Figure 2. Examples of Standard and Quick Response Link Sprinklers

With the development of QR sprinklers and the now wide accepted use of sprinklers with fast response links and bulbs, there has been a trend towards consistent sprinkler response. In addition, the time delay between the operation of an ordinary temperature QR sprinkler and the response of an intermediate temperature QR sprinkler has become less significant. The differences can now be measured in seconds instead of minutes. This improvement in the response of sprinklers has led to the allowance of both ordinary and intermediate temperature sprinklers in light and ordinary hazard occupancies.

The use of ordinary temperature sprinklers is advantageous for some situations. However, the use of intermediate temperature sprinklers can also be advantageous in other situations. Knowing the environment in which a sprinkler will be exposed makes a difference in the selection of which temperature classification to choose during the design process. Some conditions warrant the use of intermediate sprinklers.

Do you know the temperature in which the sprinklers are exposed during all shipping, storage and construction conditions? Do you know the environmental conditions that the sprinkler will be exposed to both during construction and after the building has become operational? Are sprinklers being installed in a building where brown or black outs are experienced on a regular or prolonged basis? Under conditions where loss of air conditioning results in a temperature above 100° F (38° C) damage to the sprinkler could occur. These are critical questions that need to be addressed in order to have successful sprinkler system operational performance during fire conditions and non-fire conditions. If you do not know the answers to these questions you might want to consider using intermediate temperature sprinklers.

NFPA 13, 13D and 13R all have temperature and response requirements regarding the use of sprinklers under different conditions.

NFPA 13 Basic Temperature Requirements

NFPA 13, §6.2.5 identifies sprinkler temperature characteristics

and provides methods for differentiating between temperature classifications, such as painting of frames, the use of colored dots on deflectors and the use of different colored liquids in glass bulbs. Table 6.2.5.1 provides these basic distinctions along with an associated maximum ceiling temperature for each temperature classification. Table 1 should look familiar, it was developed using the information provided in NFPA 13, Table 6.2.5.1. This information is also provided in NFPA 13R, Table 5.1.1.6.1.

Maximum Ceiling Temperature		Temperature Rating				Temperature Classification	Color Code	Glass Bulb Colors
°F	°C	°F	°C	°F	°C			
100	38	135	170	57	77	Ordinary	Uncolored or black	Orange or red
150	66	175	225	79	107	Intermediate	White	Yellow or green
225	107	250	300	121	149	High	Blue	Blue
300	149	325	375	163	191	Extra High	Red	Purple
375	191	400	475	204	246	Very Extra High	Green	Black
475	246	500	575	260	302	Ultra High	Orange	Black
625	329	650		343		Ultra High	Orange	Black

Table 1. Temperature Ratings, Classifications and Color Codings

* Table developed using the information from NFPA 13, Table 6.2.5.1 and NFPA 13R, Table 5.1.1.6.1

NFPA 13, §8.3.2 provides specific temperature rating requirements to be considered during the design, layout and installation processes. Where maximum ceiling temperatures exceed of 100° F (38° C), sprinklers with temperature ratings in accordance with Table 6.2.5.1 are required to be used in accordance with NFPA 13, §8.3.2.2. Sprinklers with high temperature classification are permitted to be used in ordinary and extra hazard occupancies, storage occupancies and as otherwise permitted by NFPA codes and standards. Sprinklers with higher temperature classifications should only be used where required by Table 6.2.5.1.

The basic requirement of NFPA 13, §8.3.2.1 allows either ordinary or intermediate temperature rated sprinklers to be installed throughout a building unless otherwise specified. This is a shift from earlier versions of NFPA 13 (2007 edition and prior), which required ordinary temperature sprinklers and did not permit the use of intermediate temperature sprinklers throughout. The 2010 edition of NFPA 13, was the first to allow intermediate sprinklers to be used throughout. The change was intended to provide additional flexibility in placement of sprinklers with regards to heat producing devices and features. This change also permits the use of intermediate temperature sprinklers to alleviate concerns about inadvertent exposure of ordinary temperature sprinklers to conditions beyond those intended during shipping, storage and handling.

NFPA 13, §8.3.2.5, Table 8.3.2.5 (a), (b) and (c) and Figure 8.3.2.5 identify locations where intermediate and high temperature sprinklers are required due to proximity to heat producing devices and environmental conditions. A concise list of conditions

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including proximity to unit heaters, diffusers, ducts, steam mains and other heat producing devices are included in Table 8.3.2.5 (a). Figure 8.3.2.5 provides a diagram showing intermediate and high temperature zones around a unit heater. Temperature ratings for sprinklers at specific locations such as beneath skylights, in attics and show room windows are included in Table 8.3.2.5 (b). The note at the bottom of Table 8.3.2.5 (b) identifies that a check of the job conditions using a thermometer might be necessary. This subtle note is important. Even though the requirement is not front and center, the note indicates that actual temperature conditions should be considered. When in doubt, measure the temperature. Temperature ratings of sprinklers in residential areas are included in Table 8.3.2.5 (c).

Installation of sprinklers in exterior applications will also need to consider maximum ambient temperature. This is often overlooked and ordinary temperature sprinklers are installed in exterior ambient conditions where temperatures in excess of 100° F (38° C) are experienced. And people wonder why sprinklers respond during non-fire conditions. It really isn't that difficult to figure out the cause, if you stop and think about the temperatures that the sprinklers are being exposed to and the effects of radiative heating on the sprinklers in these conditions. Think about how hot your car door handle or steering wheel will be after sitting in the sun-light for hours during a hot sunny summer day. The environment within the car is also much hotter than the surroundings. This is why we don't leave our kids and pets in the car. This is also why sprinklers should not be left in the bed of a pickup truck or in a van either. These types of conditions led to the development of Tables 8.3.2.5 (a) through (c).

The use of intermediate or high temperature sprinklers throughout where permitted to be used will negate use of sprinklers with different temperature classifications in some instances. In addition, use of high temperature sprinklers will provide some hydraulic benefit for some storage applications using standard spray sprinklers. NFPA 13, §11.2.3.2.6 also permits a 25% design area reduction for extra hazard occupancies using sprinklers having high temperature classification.

NFPA 13R Basic Temperature Requirements

Like the requirements found in NFPA 13, sprinkler temperature characteristics are provided in *NFPA 13R, Standard for the Installation of Sprinkler Systems in Low-Rise Residential Occupancies*, §5.1.1.6. This section identifies similar methods for differentiating between temperature classifications, such as painting of frames, the use of colored dots on deflectors and the use of different color liquids in glass bulbs. Table 5.1.1.6.1 provides these basic distinctions along with a maximum ceiling temperature for each temperature classification. This table provides the same information as that found in NFPA 13, Table 6.2.5.1, which is provided in Table 1 of this article.

Additional information related to sprinkler temperature ratings is found in NFPA 13R, §6.2.3. Sprinklers with ordinary temperature classification are permitted where maximum ceiling temperature is less than 100°F (38°C) per NFPA 13R, §6.2.3.1. Sprinklers

having intermediate temperature classification are required to be installed: 1) where the maximum ceiling temperature is between 101°F (39°C) and 150°F (66°C) per NFPA 13R, §6.2.3.2; 2) beneath skylights (glass and plastic) exposed to direct rays of the sun per NFPA 13R, §6.2.3.3.1; and 3) in unventilated attics and concealed spaces per NFPA 13R, §6.2.3.3.2. Sprinklers installed near heat sources are required to comply with Table 6.2.3.3.3 based on distance from the heat source. This table is different from the tables found in NFPA 13 since it provides guidance for the use of ordinary and intermediate temperature sprinklers only. The NFPA 13 tables also include requirements for high temperature sprinklers. In general, all sprinklers within a single compartment are required to have the same temperature classification unless required based on specific locations near heat sources.

NFPA 13D Basic Temperature Requirements

NFPA 13D, Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes, provides less information than NFPA 13R and NFPA 13, but provides guidance specific to the environments found in one and two family homes. Sprinkler temperature ratings are summarized in NFPA 13D, §4.1.1 and §4.1.2, which define ordinary temperature rated and intermediate temperature rated sprinklers, respectively. Ordinary temperature rated sprinklers have a temperature rating of 135° to 170° F (57° to 77° C). Intermediate temperature rated sprinklers have a temperature rating of 175° to 225° F (79° to 107° C).

Installation requirements for sprinklers based on temperature rating are provided in NFPA 13D, §7.5.6.1 through §7.5.6.3. Similar to the requirements of NFPA 13 and NFPA 13R, the charging requirements found in NFPA 13D, §7.5.6.1 identify that ordinary temperature rated sprinklers shall only be installed in areas with a maximum ambient ceiling temperature of 100° F (38° C) or less and either ordinary temperature rated sprinklers or intermediate temperature rated sprinklers shall be installed throughout. NFPA 13D, §7.5.6.2 identifies that intermediate temperature rated sprinklers shall be installed where a maximum ambient ceiling temperature is between 101° and 150° F (39° and 65° C). NFPA 13D, §7.5.6.3 identifies four conditions where intermediate or higher temperature rated sprinklers are required. These include:

- 1) Sprinklers under glass or plastic skylights exposed to direct rays of the sun shall be of intermediate temperature classification.
- 2) Sprinklers in an unventilated concealed space under an un-insulated roof or in an unventilated attic shall be of intermediate temperature classification.
- 3) Sprinklers installed near specific heat sources that are identified in Table 7.5.6.3 shall be of the temperature rating indicated in Table 7.5.6.3 unless sprinklers are listed for positioning closer to the heat source.
- 4) Sprinklers installed in saunas and steam rooms where the maximum ambient ceiling temperatures are between 151°F and 225°F (66°C to 107°C) shall be high temperature-rated spray sprinklers.

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Installation in Concealed Spaces and Attics

One thing that is often overlooked is the location of the sprinkler thermal operating elements of concealed type sprinklers with respect to the ceiling. The information found in NFPA 13D, §4.1.1 and §4.1.2, NFPA 13R Table 5.1.1.6.1 and NFPA 13 Table 6.2.5.1 identify maximum ceiling temperatures. However, it also relates to the space above the ceiling for concealed sprinklers since the thermal operating element is located within the potentially unconditioned attic or concealed space above the ceiling. If the element is exposed to the higher temperature environment, then it might be susceptible to thermal damage. You have a decision to use intermediate temperature sprinklers to avoid the concern or additional measures must be used to prevent overheating of ordinary temperature sprinklers.

In these instances, the use of insulation becomes critical to protecting ordinary temperature sprinklers from adverse heating. NFPA 13D, §7.7 identifies that where nonmetallic piping is installed in an attic adequate insulation should be provided on the attic side of the pipe to avoid exposure of the piping to temperatures in excess of the pipe's rated temperature. However, the overheating issue also applies to sprinklers supplied from both non-metallic and metallic piping installed in areas subject to heating. It may be time to add some clarity in the standards regarding this issue. Heating will occur due to both convection and conduction. Water within the pipes will acquiesce to the environmental conditions in the attic or concealed space over time. This allows for heat to transfer through the pipe and sprinkler components to the thermal element. This also increases the pressure in the pipe applying additional force on the cap and operational components (levers, bulbs, etc.).

The issue of water temperature was also discussed in an abstract section of NFPA 13 related to "Circulating Closed-Loop Systems." The criteria was added to the 1978 edition of NFPA 13 and was removed during development of the 2016 edition. The relevant information was provided in NFPA 13 2013, section 7.7.1.3.1.3, which states "Where the water temperature exceeds 100°F (38°C), intermediate or higher temperature rated sprinklers shall be used." In my opinion, this is an issue worthy of inclusion in future editions of NFPA 13, NFPA 13D and NFPA 13R as part of the conditions requiring use of intermediate or high temperature sprinklers.

Temperature Concerns During Shipping, Storage and Handling

Sprinkler manufacturers invest significant time and money to design sprinklers to perform effectively and efficiently during fires. This has been observed through the outstanding success of sprinklers to control and suppress fires when properly designed, installed and maintained. It is also important to note that significant investment in manufacturing processes and quality control measures to minimize potential defects have been made. Having had the opportunity to observe one such process, it was apparent that considerable thought was involved to ensure a quality product was leaving the facility. Once the sprinklers leave the manufacturing facility, they are in the hands of others to ensure that they remain

dependable and are not exposed to temperature conditions exceeding the maximum recommended by the manufacturer.

Environmental conditions related to the storage, shipping and handling of sprinklers should be considered throughout the supply chain from the time sprinklers leave the manufacturing facility until they are installed. Some conditions that you might want to consider when using ordinary temperature sprinklers are provided below:

- Storage at manufacturers facility. Are sprinklers stored in an environment having a temperature less than the maximum permitted based on the temperature rating?
- Shipping to distributor or supply house. Are sprinklers shipped in temperature controlled vehicles or under conditions below the maximum temperature? Think of a standard UPS, FedEx or other storage vehicle and ask yourself if this would be a problem. This might also include shipping via aircraft, ship or train. Are these conditions acceptable?
- Storage at the distribution facility or warehouse. Are sprinklers stored in an environment less than the maximum? Do you know where they are stored?
- Handling and distribution by distributor or contractor. Are sprinklers kept in the box from the manufacturer or are they delivered loose, in bags or smaller boxes? Do these containers negate manufacturer's efforts to provide visual notification?
- Shipping from the distributor to the contractor's office, storage facility or job site. Are sprinklers shipped in temperature controlled vehicles or under conditions below the maximum temperature?
- Conditions upon receipt. Are the sprinklers received at a job site or shop on hot days? Are they installed in a building without air conditioning?
- Contractor's shipping and handling. Do you place sprinklers in a hot van, the back of a pick-up truck or unconditioned warehouse? Are sprinklers kept in the box from the manufacturer or are they stored or delivered loose, in bags or smaller boxes?

Shipping, storage and handling of sprinklers all have an impact on the durability and reliability of sprinklers. Temperature is a concern because the materials used to ensure consistent thermal response during fire conditions are also susceptible during non-fire conditions. We typically see sprinklers with operating elements composed of eutectic metal link or a frangible glass bulb. Each has different a response mechanism, one relies on the transition of a metal from a solid state to a liquid state (really until it loses sufficient strength to withhold its applied load) and the other relies on increased stress until failure (glass breakage). With either operating mechanism, the sprinkler has an inherent maximum environmental temperature before something happens to begin actuation of the element. Once this maximum temperature has been achieved the response has been initiated, either cold flow of the eutectic metal or induced microfractures of the glass. Neither of which is good for a sprinkler.

You may be asking how can sprinklers be affected during ship-

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ping and handling? Considering how materials are shipped there may be very little consideration given to the maximum temperature. Boxes of sprinklers may be shipped via railcar, aircraft, ship board container or truck. Unless placed in a climate controlled environment, the sprinklers will be exposed to the environmental temperature of the vehicle they are being shipped in. There are many areas throughout the U.S. and beyond its borders where sprinklers are shipped and utilized. Sprinklers having an ordinary temperature classification are envisioned to be within an environment with a maximum temperature of 100° F (38° C). Remember this includes all sprinklers with a temperature rating between 135 and 170° F (79 and 107° C).

These temperature threshold conditions also apply during storage in a warehouse, on a truck or van, and on a job site. If the temperature exceeds a maximum temperature of 100° F (38° C) where the sprinklers are stored, they have been altered from their original state in a negative way. These sprinklers should be returned to the manufacturer and they will often be replaced free of charge. As the old saying goes, “it is better to be safe than sorry.” If in question, contact the sprinkler manufacturer before installing the potential thermally damaged sprinklers. Some manufacturers apply labels with a color changing component that will change from normal (white) to an abnormal (black) if exposed to a temperature exceeding the recommended maximum temperature. Figure 3 shows one example.

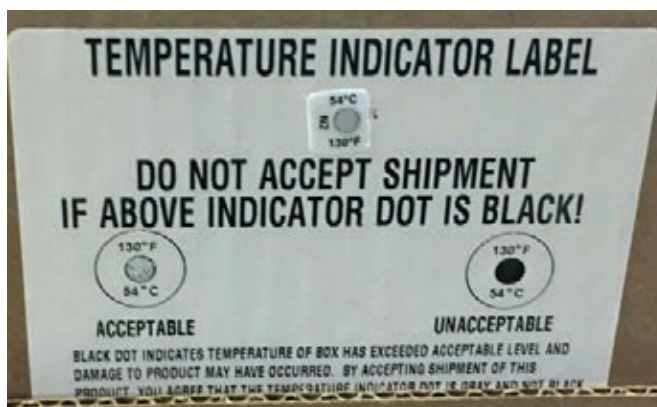


Figure 3. Example of a Temperature Indicator Label

Shipping, handling and storage needs to be considered at each stage from when a sprinkler leaves the factory and when it is installed and the system turned over. Consideration must be given to the shipping and handling procedures of each intermediary in the supply chain. Where are sprinklers stored before they are sold to you? What are the conditions during shipping? How did you receive the sprinklers? Consider the answers to these questions when deciding on a temperature rating. It is also important to educate owners and design professionals on this issue when they are imposing the use of low temperature sprinklers.

The conditions of a job site should also be considered. If the sprinklers are being installed in a building or structure prior to having the air handling system in operation, the maximum exposure temperature should be considered. If the sprinklers are

being installed in an environment where the ambient temperature exceeds 100° F (38° C) it would be better to wait until the air conditioning is operational. Not only will this help protect the sprinklers, the sprinkler fitters will also appreciate a day in a cool building. Exposure to direct sunlight or through a window will also increase the heat exposure to the sprinkler due to radiative heating. As a result, ambient temperatures below but near 100° F (38° C) could cause thermal damage. Remember you can always measure the temperature if you are unsure of the conditions.

Other issues of Consideration

NFPA 13, §6.2.9.3 identifies that sprinklers shall be kept in a cabinet located where the temperature to which the sprinklers are subjected will not exceed the maximum ceiling temperature specified in Table 6.2.5.1 for each of the sprinklers within the cabinet. NFPA 13R, §11.1.3 requires the spare sprinklers to be kept where the temperature will not exceed 100° F (38° C), this language was also provided in prior editions of NFPA 13 using the maximum temperature of 100° F (38° C). NFPA 13D does not require a stock of sprinklers so similar language is not provided. However, if spare sprinklers are provided consideration should be given to the maximum temperatures that the sprinklers will be exposed to in the cabinet. *NFPA 25-2017, Standard for the Inspection, Testing and Maintenance of Water-Based Fire Protection Systems*, §5.4.1.5.2 includes language similar to that found in NFPA 13R. It requires a stock of spare sprinklers to be kept in a cabinet where the temperature will not exceed 100° F (38° C).

Summary of Temperature Considerations

The use of ordinary temperature sprinklers is advantageous in some situations. However, care should be exercised to ensure that these sprinklers are not exposed to environmental conditions above 100° F (38° C). NFPA 13 Table 6.2.5.1 identifies a maximum ceiling temperature of 100° F (38° C) for these sprinklers. NFPA 13 §8.3.2.5 and Tables 8.3.2.5 (a) through (c) identify additional limitations due to localized temperature and heating conditions. NFPA 13R Table 5.1.1.6.1 and §6.2.3 identify similar limitations. NFPA 13D provides guidance for use of ordinary and intermediate temperature sprinklers under specific conditions identified in §7.5.6. Temperature ratings are summarized in NFPA 13D §4.1.1 and §4.1.2.

In addition, consideration should be given to the environments where these sprinklers are installed for any occupancy. This includes construction sites without operational air conditioning, outdoor installations, locations near heat producing devices and where exposed to direct sunlight. This also includes installing concealed pendent sprinklers with the operating elements above a ceiling in an unconditioned concealed space or attic. Insulation in these conditions is essential to prevent inadvertent operation during non-fire conditions. Remember that heat will be transferred to the sprinkler operating mechanism through the pipe, body of the sprinkler, and through the water within the pipe. Current versions

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of the sprinkler installation standards allow for the use of intermediate temperature sprinklers throughout, which could provide a viable solution alleviating most of these concerns.

Storage, shipping and handling of sprinklers practices should also be considered relative to environmental temperature throughout the supply chain from the time sprinklers leave the manufacturing facility until they are installed. Keep in mind that spare sprinkler cabinets are also required to be installed where the temperature is within the environmental limitations based on the temperature classifications of the sprinklers contained within the cabinet. If the temperature exceeds a maximum temperature of 100° F (38° C) during shipping or where the sprinklers are stored, they have been altered from their original state in a negative way. These sprinklers should be returned to the manufacturer and they will often be replaced free of charge. Contractors should consider using

intermediate temperature sprinklers if sprinklers could be exposed to a temperature above 100° F (38° C) during shipping, handling or storage. Prudence should be exercised when the conditions are unknown or beyond their control.

Anytime that you are in a position where you are specifying or selecting sprinklers to be installed for an application, consideration should be given to the temperature and the environmental conditions. When in doubt use a thermometer or data logger and thermocouple to ensure that the maximum temperature will not exceed the limitations of the sprinkler. Also consider using intermediate temperature sprinklers where the sprinklers will be exposed to temperatures exceeding 100°F (38°C) during shipping, storage or construction. Especially when the conditions are not within your control or are completely unknown to you. This will ensure success during both fire and non-fire conditions and will help our industry to continue moving in the right direction. •

Open Corridor Sprinklers – Changes in the 2015 IBC and Correlation with NFPA 13R

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



The 2015 International Building Code (IBC) requires open-ended corridors and stairs to have fire sprinklers installed when using the 2013 NFPA 13 or NFPA 13R standard. NFPA 13 requires sprinklers in open corridors, but the 2013 NFPA 13R standard, in Section 6.6.5, exempts corridors and stairs that are “open and attached”. Several fire sprinkler contractors, layout technicians and code officials are getting hung up on the NFPA 13R and 2015 IBC discrepancy for protection of open corridors and stairs.

The requirement for fire sprinkler protection in open corridors and open stairs is not new, but the clarification found in the 2015 IBC is. The issue that surrounds the open corridor and open stair sprinkler protection is found, in-part, starting in the 1993 BOCA code and following in the 2000 IBC in Section 1005.3.6.5 Exception 4 and currently in the 2015 IBC as Section 1027.6 Exception 3. Throughout the years, this section is all about the elimination of the separation of the corridor from the stairway (and ramps) by a one- or two-hour fire barrier (rated wall) and a fire-rated door. It is typical to sprinkler-enclosed corridors and enclosed stairs. Why? To protect the occupants during egress. An occupant exits from a room, through the corridor and down the stairs, all while being in a protected (active, passive, or both) environment of the corridor and stair.

When the corridor is open, the IBC, (via the above section) permits the one- or two-hour fire barrier (rated wall) and fire-rated door to be eliminated, and allows the open corridor to be connected to the open stair. The fire protection does not change when going from enclosed to open. This is what the IBC was trying to get at through all the editions; to apply the same fire protection requirements for enclosed corridors and stairs, to open corridors and stairs for the purpose of protecting the physical means of egress.

While the intent of the 2000-2012 IBC was to require sprinklers in open corridors and stairs, the actual IBC text meant another. The IBC permitted the elimination of the fire-rated end-of-corridor wall/stair enclosure connection for open breezeway style corridors and stairs when “...sprinklers are installed throughout according to NFPA 13 and NFPA 13R...” NFPA 13 certainly requires sprinklers in open corridors and stairs, however, NFPA 13R does not.

This difference was lost to the means-of-egress committee members and commentary writers of the IBC.

For those users of NFPA 13R and everyone unaware of the previous “intent” of the IBC, they followed NFPA 13R literally, rightfully and accordingly, by not installing fire sprinklers for open corridors for many years. Why? Because NFPA 13R exempts corridors and stairs that are open and attached. We must remember that the IBC and NFPA 13R is coming at this issue from two different perspectives. NFPA 13R is primarily concerned with life safety of the occupants and it achieves this purpose by installing sprinklers in enclosed and occupied spaces where occupants normally dwell. The IBC is a building code, and Chapter 10 is a means of egress chapter intending to use sprinklers to assist occupants to exit the building by protecting the structural integrity of the means of egress. NFPA 13R is not a property protection standard, hence, the reason why NFPA 13R did not require balcony sprinklers and the IBC does, is for structural protection reasons. NFPA 13R has since correlated with the balcony protection provisions of the IBC, but not without many concerns of “scope creep” of the technical committee.

Changes

What has changed with the 2015 IBC to require sprinklers now in open corridors? How does this affect buildings protected by the 2013 NFPA 13R? The 2015 IBC does three things:

1. It adds a definition of open-ended corridor in Chapter 2. It states, “An interior corridor that is open on each end and connects to an exterior stairway or ramp at each end with no intervening door or separation from the corridor.”
2. It adds a new Section 903.3.1.2.2 in the NFPA 13R section, which states, “Sprinkler protection shall be provided in open-ended corridors and associated stairways and ramps as specified in Section 1027.6, Exception 3.” This means that while NFPA 13R does not require sprinklers in open corridors and stairs, the IBC will override the referenced standard, NFPA 13R, by requiring sprinklers in open corridors and stairs.

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3. It revises Section 1027.6 Exception 3 by adding the defined “open-ended corridor” term and rewords to make the intent of using the modified NFPA 13R requirements in Section 903.3.1.2.2 clearer.

As mentioned above, the intent of the IBC was always to install sprinklers in open corridors and stairs when using NFPA 13R systems, but as detailed above, the IBC code text was not written to reflect that intent. This leaves many buildings with open corridors and open stairs protected by NFPA 13R, but

without sprinklers. For those existing buildings, without open corridor and stair protection, the 2015 International Fire Code (IFC) provides relief to all involved. The 2015 IFC, by Section 1104.22 Exception 4, exempts sprinklers in existing buildings that have open corridors to open stairs. This means if buildings were sprinklered using NFPA 13 or NFPA 13R and fire sprinklers were not installed in open corridors and stairs, those buildings are not required to be “brought up to code” and are permitted to remain as is. •

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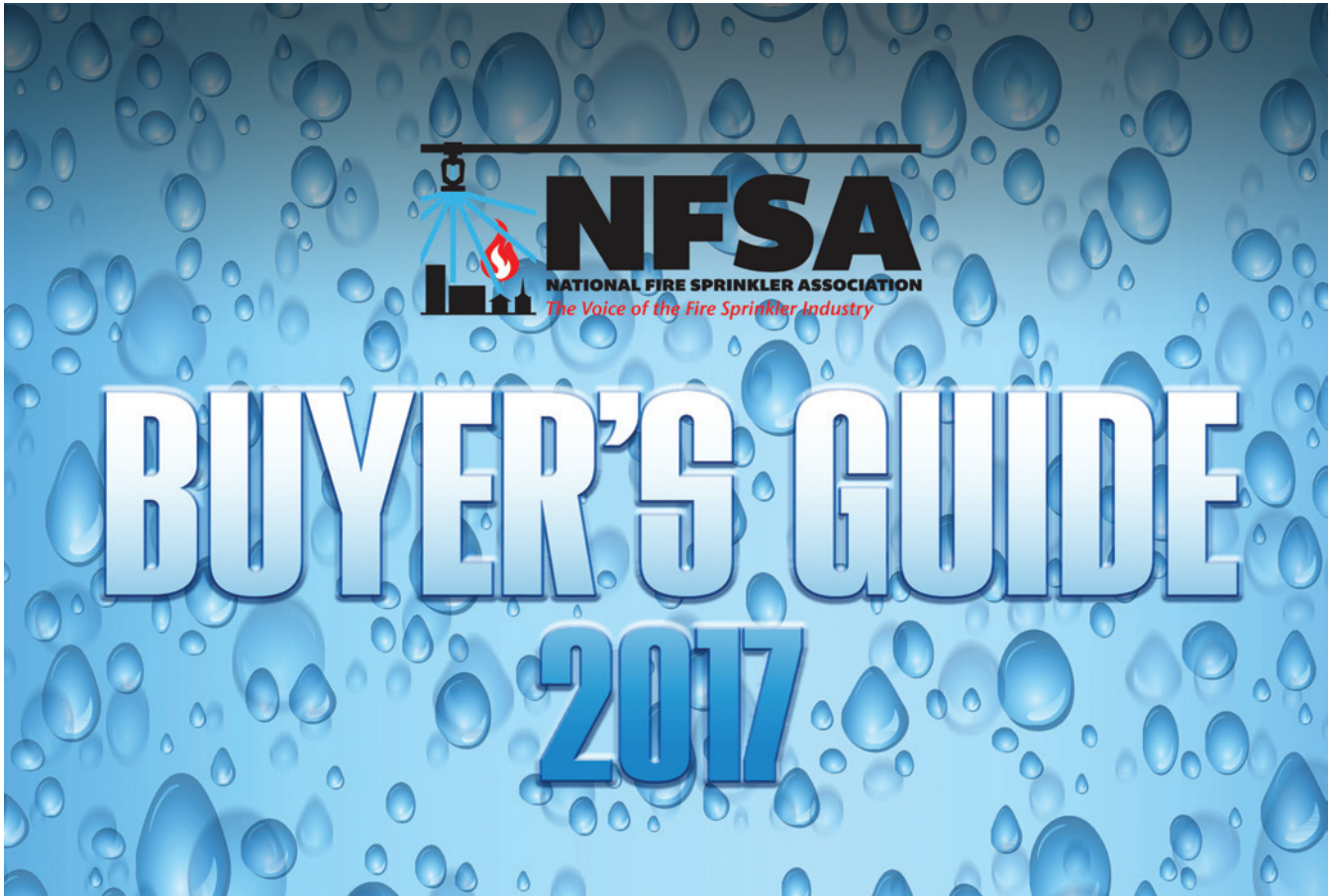
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#fastestwater



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

SAM COUNCIL MEMBERS

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 Potter Electric Signal Company

Bob Bussiere -VICE CHAIR
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 Chicago Backflow
 Prevention Systems

Dave Stevens
 HD Supply

Vickie Pritchett -SECRETARY
 National Fire Sprinkler Association



AGF Manufacturing, Inc.

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

Founded:
1986

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

Market Area:
International

Management:
James McHugh
George McHugh

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

Company Profile:

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

COLLECTANDRAIN®, CORRINSITE™,
TESTANDRAIN®, RemoteTEST®,
Inspector'sTEST™, RiserPACK™, and
TESTANSAVE™.



Accu-Fire Fabrication, Inc.

8 Progress Drive
Morrisville, Pennsylvania 19067
Tel: 215.428.2400
Toll-Free: 800.641.0005
FAX: 215.428.0355 Website: www.accufire.com

Email: accufire@aol.com

Founded:
1991

Primary Products/Services:
Fire Sprinkler Fabrication & Supply

Market Area:
Northeastern US

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

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

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

Company Profile:

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

Aegis Technologies, Inc.

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

Founded:
2007

Primary Products/Services:
Manufacturer of Specialty Fire Protection Fittings

Market Area:
Worldwide

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

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

Sales Contact:

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

Company Profile:

Aegis Technologies, Inc. is a domestic specialty fittings manufacturer that has the knowhow, experience, and determination to provide your fitters with high quality fittings at a value that will help you continue to realize material and labor savings. The Aegis product offering consist of the Adjuster adjustable sprinkler drop and the Dropster non-adjustable sprinkler drop. The Adjuster is an inexpensive fitting that saves comeback labor by addressing the installation variances in the horizontal plane which account for most of the comeback costs. The Dropster eliminates the traditional make-up labor of a reducing coupling and nipple in the field or shop. The Adjuster and Dropster are.... Labor saving. Designed for wet or dry systems in accordance to NFPA 13, 13R, & 13D. Listed in accordance to UL 1474 5th edition with qualifying tests up to 1500 psi. Approved in accordance to FM Class 1631 with qualifying tests up to 1200 psi. Made of high strength carbon steel & high performance EPDM rubber. Machined to very close tolerances with threads conforming to ANSI B1.20.1 NPT or better. Zinc Chromate Plated for increased corrosion resistance. (Standard on the Adjuster, Optional on the Dropster) Fully traceable with a lot number marked on each unit. Pressure tested prior to shipment. Made in U.S.A. Quality. All material batches are checked by independent laboratories to insure all material standards are met.

AFCON

P.O. Box 3365
South El Monte, California 91733
Tel: 626.444.0541
Fax: 626.444.3887
Email: info@afcon.com
Website: www.afcon.org

Founded:
1952

Primary Products/Services:
Pipe Hanger Products, Sway Braces, Software

Market Area:
Worldwide

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

Company Profile:

Dozens of patented products to facilitate and enhance the installation of pipe hangers and sway braces. Afcon ZOI® Sway Brace Software is intuitive.

American AVK Company

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

Founded:
1985

Primary Products/Services:
Valves and Hydrants

Market Area:
North and South America

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

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

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

Company Profile:

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

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

Amtrol, Inc.

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

Management:
Wolfgang Neumann, Product Manager

Anvil International

2 Holland Way
Exeter, NH 03833
Tel: 603.418.2800
Website" www.anvilintl.com

Founded:
1850

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

Market Area:
International

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

Management:
Patrick Donovan, President
Dean Taylor, Vice President
Tony Ciccone, CFO

Sales Contact:
Customer Service
Tel: 708.885.3000
Fax: 708.534.5441

Company Profile:

The unmatched range of domestic and globally-sourced products for fire protection piping systems offered by Anvil provides versatile and dependable performance for a wide range of applications. Products are UL/ULC listed and FM Approved and are available in a full range of styles and functionality, including: Gruvok® Grooved Couplings, Fittings & Flanges, Gruvlok Valves, Gruvlok Roll Groovers, SPF™ Cast Iron & Ductile Iron Threaded Fittings, Anvil Cast Iron & Malleable Iron Threaded & Flanged Fittings, SPF Cast Iron & Ductile Iron Threaded Fittings, Anvil Steel Pipe Nipples & Steel Pipe Couplings, SPF Steel Pipe Nipples, Merit® Tee-lets, Drop Nipples & Steel Welding Flanges, SPF O-lets, Anvil Pipe Hangers & Support & All Thread Rod, Anvil-Strut & Strut Fittings, Mueller® Valves and Indicator Posts. Anvil's NAP brand manufactures fabrication equipment to include automatic welders, plasma cut-off and hole cutting equipment, make-on machines and pipe threaders. Anvil combines the latest technology and most current fire protection ratings with the trusted history and manufacturing experience that have made Anvil the go-to source for fire protection and piping products, and that means better performance and better service for you and your business.

APEX Pumping Equipment, Inc.

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

Founded:
1996

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

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

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

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

Company Profile:

Founded by Brad Clemmons in 1996, APEX has grown & expanded its capabilities, as well as territory for the fire protection community, covering several states in the Midwest and now in Florida! Employing over 20 TEAM members that are selling & servicing nearly everything in the fire pump equipment room! We also supply tanks both above and in-ground, fiberglass, poly and steel. Corrosion issues? No problem. We can provide Nitrogen generation equipment. Need a valve in or out of the pump room? We stock it! No project is too big or too small when it comes to fire pump equipment. From UL listed residential fire pumps to fully enclosed fire pump equipment systems. Need a fire pump controller? Single phase 120 volt up to 4160 volt. Reduced voltage with or without transfer switch. We can walk you through your needs and get you taken care of. If it breaks down, call us. We have 24-hour emergency service! 630.392.

Apollo Flow Control/Conbraco Industries

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

Primary Products/Services:

Flow Controls-Ball Valves, Backflow Preventers
Market Area: Worldwide

Hours of Operation:

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

Management:

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

Sales Contact:

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

Company Profile:

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



ARGCO

5816 Dryden Place, Suite 101
Carlsbad, CA 92008
Tel: 760.727.1644
Toll-Free: 800.854.1015
Fax: 760.727.3270
Website: www.argco.com

Founded:

1981

Primary Products/Services:

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

Market Area:

International

Hours of Operation:

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

Management:

Frank Bishop, Sales Manager
Lawrence Kent, Sales

Buck Eilers, Sales
Woody Witwer, Sales

Sales Contact:

Frank Bishop, Sales Manager
Tel: 800.854.1015
Fax: 800.924.5922

Company Profile:

With over 35 years in the industry, ARGCO's outside-the-box philosophy sets this company apart from the rest. Innovative products available nowhere else, great value on every day sprinkler items with equal quality at half the price of big brand names. The product line includes pipe working tools and replacement parts, pipe hangers & fasteners, valves, thread sealants, grooved pipe fittings and a ton fire sprinkler specialties.

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

181 N Arroyo Grande Blvd Suite 105
Henderson, Nevada 89074
Tel: 877.418.8526
Fax: 702.566.0598
Website: www.autosprink.com

Founded:

1997

Primary Products/Services:

3D Sprinkler Design Software

Market Area:

National and International
Hours of Operation: 6:30 a.m.-5:00 p.m. PST, Mon.-Fri.

Management:

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

Sales Contact:

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

Company Profile:

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

Backflow Direct

3290 Monier Circle, Ste 300
Rancho Cordova, CA 95742
Tel: 916.760.4524
Email: sales@backflowdirect.com
Website: www.backflowdirect.com

Founded:

2012

Primary Products/Services:

Stainless Steel Backflow Preventers & Butterfly Valves

Market Area:

U.S.A.

Hours of Operation:

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

Management:

Doug Powell, CEO
Kent Powell, CFO
Sales Contact:
Brad Scott, Dir. of Sales & Mktg
Tel: 916.760.4524
Email: brad@backflowdirect.com

Company Profile:

Backflow Direct was established in 2012 to design and manufacture a revolutionary backflow prevention product line it would later call the Deringer. The Deringer product line is now the smallest, lightest, most economical, best-performing and only all-stainless steel backflow prevention valve... and yes, it is built in the USA. Backflow Direct was founded by the Powell family, previous owners of Ames Company and Hunter Innovations, creators of the Silver Bullet, Colt and Maxim backflow prevention product line. This ownership, for more than 35 years, has been responsible for the introduction of every major design and marketing advancement in the backflow industry. Such advancements include single-body housing, fabricated valve housing, stainless steel construction, large diameter single-access port, differentially loaded check, independent check module, butterfly shut off valve, always resulting in shorter, lighter and better performing products. Backflow Direct is introducing the Deringer line with a radical and game-changing marketing strategy; selling our products directly to contractors, installers and testers... our customers.

BlazeMaster® FIRE SPRINKLER SYSTEMS

BlazeMaster® Fire Sprinkler Systems — Lubrizol

9911 Brecksville Road
Cleveland, Ohio 44141
Tel: 855.735.1431
Website: www.BlazeMaster.com

Founded:
1984/Lubrizol founded 1928

Primary Products/Services:
BlazeMaster® Fire Sprinkler Systems
Management:
Darren Tuel, Global Market Segment Manager
Mark Knurek, Business Manager
Amanda Rae, Marketing Manager – North America
Connect with us at www.blazemasterblog.lubrizol.com
www.Blazemaster.com

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

Buckeye Fire Equipment

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



Building Reports

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

Founded:
1999

Primary Products/Services:
Inspection and compliance reporting software

Market Area:
Worldwide

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

Management:
Jason Kronz, CTO & Co-Founder
Dwight Wills, V.P., Sales & Marketing

Sales Contact:
Dwight Wills, V.P., Sales & Marketing
Tel: 770.495.1993 x304
Fax: 770.495.9331
Email: sales@buildingreports.com

Company Profile:
Building safety compliance is critical to service companies, building owners and fire and safety officials who are charged with safeguarding occupants. BuildingReports' mobile and online inspection reporting tools enable inspectors to quickly gather data on fire and life safety devices to ensure they are working properly and meet code requirements or identify actions needed to meet compliance through easily verifiable inspection reports. With more than 3 million inspections to date, over 550,000 buildings with 180+ million devices represented, and over 800 inspection companies in its network has earned its reputation as the most trusted name in compliance reporting.



Bull Moose Tube

1819 Clarkson Road
Chesterfield, Missouri 63017
Tel: 636.537.2600
Email: scott.morris@bullmooseindustries.com

Founded:
1962

Primary Products/Services:
Sprinkler Pipe

Market Area:
North America

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

Management:
Michael Blatz, CEO
Ted Shultz, CFO
Matt Harper, EVP, Business Development
Scott Morris, EVP, Marketing

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

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

Bull Moose Advantages:

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

For more information, go to:
www.bullmoosetube.com.

CPS Products

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

Company Profile
CPS Products Inc. is a Monroe, Michigan-based company specialized in manufacturing and supplying UL/FM listed and approved grooved coupling and fittings products, valves to our customer around the world. CPS has got UL/FM approved since 2000 and has been a thriving grooved line for the mechanical, fire protection, industrial and mining industries for well over 35 years in the USA, Australia, Europe and Asia. In addition to our MEA, UL/FM, and ULC approvals, our factory is also ISO certified. You will find an electronic version of our CPS Tech Data sheets by visiting our website:

www.cpsproductsinc.com

Please keep in mind that our entire grooved line comes painted, galvanized, and in stainless steel (upon request) and the size will go from 1-1/4"-30". Our valve products can go up to 48". Million dollars' equivalent items have been stocked at our Monroe, MI warehouse, which will make sure a quick delivery services to our customers. Our quality products will always come with a competitive pricing to make sure a maximum profit margin to our partners and clients. We are looking forward to having a chance to work with you and your esteemed company to contribute our efforts to your greater success. If you need any additional information, please let me know and I will promptly assist.



Chicago Backflow, Inc. aka CB Marketing

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

Founded:
1993

Primary Products/Services:
Backflow Prevention Service, Testing, Installation and Inspection

Market Area:
Northern Illinois and Northwest Indiana

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

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

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



CB Marketing, Inc. (A CBI Company)

12559 South Laramie Avenue
Alsip, Illinois 60803
Tel: 708.202.0033
Fax: 708.385.5415
Website: www.cbmarketing.com

Primary Products/Services:
Mfg of 13D pumps and Mfg Representatives of specialty products for fire protection

Market Area:
Nationally for 13D Pump Systems

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

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

Sales Contact:
Sales/Quote Contact: Megan Demereckis or Nick Smith
New Product Opportunities: Donald J. Smith
Tel: 708.202.0033
Fax: 708.385.5415

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



Clarke Fire Protection Products, Inc.

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

Founded:
1964

Primary Products/Services:
Diesel Engine Fire Pump Drivers

Market Area:
Global

Hours of Operation:
24/7

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

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

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

Complete Pump Service Co., Inc.

461 South Irmen Drive
Addison, Illinois 60101
Tel: 630.628.1600
Fax: 630.628.1709
Website: www.completepump.com

Founded:
1964

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

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

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

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

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



Croker Division

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

Founded:
1911

Primary Products/Services:
Fire Protection Equipment

Market Area:
Domestic/International

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

Management:
Paul Sposato, President
Douglas Loew, VP Export Sales
Peter Levine, National Sales Manager

Sales Contact:
Peter E. Levine, National Sales Manager

Company Profile:

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

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

finest quality products, competitive pricing and exceptional service.

REGIONAL WAREHOUSES:

Croker Texas

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

Croker Ohio

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

Croker Florida

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



CST Storage

903 E 104th Street
Suite 900
Kansas City, Missouri 64131
Tel: 913.621.3700
Fax: 913.621.2145
Website: www.cst-storage.com

Founded:
1893

Primary Products/Services:
Fire Protection Storage Tanks

Market Area:
Global

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

Management:
Darin Cesan, Director, Liquid Direct Sales

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

Company Profile:

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

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

Decoshield Systems, Inc.

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

Management:
Linda Camm, President

Company Profile:

The DecoShield® Systems can be used in new construction or in existing buildings to cover unsightly piping, cables, conduits, etc.

Our experience and total dedication to the fire sprinkler retrofit industry has equipped us to help you in many ways . . . Not only by providing you with a UL - Listed premier, modular cover/support system, but also by helping you with design, installation and anchoring problems.

Our reputation for quality and service has been instrumental in making us the number one supplier to the sprinkler retrofit industry, and we are well on our way to becoming the system of choice for covering plumbing piping, mechanical lines, wire, cable, and medical tubing.

Take a look at our product line and you will see why DecoShield® is, indeed, "The Creative Cover".

To receive our full product catalogue and samples, fill out our "Request Information" page or give us a call at (800) 873-0894.



DeWalt engineered by Powers

2 Powers Lane
Brewster, New York 10509
Tel: 845.230.7581
Email: bob.rosenberg@sbdinc.com
Website: www.powers.com

Primary Products/Services:
Anchors and Fasteners/Power Tools

Market Area:
Global

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

Management:
DEWALT Industrial Tool Co.

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

Company Profile:
Powers Fasteners has been a worldwide pioneer in the fastening industry since 1921 and today is the leading supplier of concrete and masonry anchors and fastening systems in North America. Powers has extensive engineering and manufacturing expertise in several product groups, including mechanical anchors, adhesive anchoring systems and powered forced-entry systems such as powder-actuated and gas fastening systems.

W.S. Darley & Company

325 Spring Lake Drive
Itasca, Illinois 60143
Tel: 630.735.3538
Website: www.darley.com

Founded:
1908

Primary Products/Services:
Fire and Emergency Services

Market Area:
International

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

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

Company Profile:

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

Eaton's B-Line Business

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

EDCOS, Inc.

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

Founded:
2004

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

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

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

Management:
Pedro Valdez
Elvia Valdez
Raul Briones
Yvonne Gomes

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

Company Profile:
We distribute and supply UL & FM, CE, VdA, other, listed approved fire protection equipment; Pipe, Valves, fittings, Grooved, Welded, Flanged, Mechanical Joint Fittings, Hangers, Butterfly

Valves, Wafer Valves, Fire Hydrants, Post Indicators, Nozzles, Fire Hose, Angle Valves. From underground materials to all above ground. We also provide foam concentrate, bladder tanks, ILBP foam pump skids, grooving tools. FM200, CO2, Novac1230. We also cover mechanical contractors.

Give us an opportunity. Se Habla Español.



Engineered Corrosion Solutions

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

Founded:
2003

Primary Products/Services:
Nitrogen generators, automatic air vents, corrosion monitoring devices, corrosion assessments, water and pipe sample analysis.

Market Area:
Worldwide

Management:
Jeff Kochelek, CEO
Adam Hilton, Product Engineering Manager
Lucas Kirm, Market Development Manager
Gerard van Moorsel, Technical Services Manager

Sales Contact:
Lucas Kirm
Email: lkirm@ecscorrosion.com

Company Profile:
The de facto standard in fire sprinkler corrosion control. Engineered Corrosion Solutions (ECS) is a corrosion engineering firm specializing in helping clients manage risk associated with leaking fire sprinkler systems. We provide scientifically proven nitrogen inerting technology to stop corrosion and extend the useful life of wet, dry, and pre-action fire sprinkler systems. ECS sells direct to fire sprinkler service providers, enabling us to offer the highest level of service, engineering support, and product delivery time available in the industry



Ferguson Fire & Fabrication

Corporate Headquarters
800 South 4th Avenue
Mansfield, Texas 76063
Tel: 817.276.7060
Fax: 817.473.3059
Website: www.fergusonfire.com

Founded:
1989

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

Market Area:
Continental United States plus Alaska

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

Management
George DiMatteo
District Manager - Fire Protection

Company Profile
Ferguson Fire & Fabrication supplies the highest quality fire protection equipment to our customers nationwide. With more than 67 locations and over 900 associates, we have the reach to supply the most demanding fire protection jobs in the country. Over 36 of our locations have fabrication capabilities and eight of those locations are ISO 9001:2008 Certified, making us the largest ISO Certified fabricator in the country. We offer our customers world-class customer service and unmatched industry expertise. Our associates enthusiastically use their experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. From core fire protection products and fabrication to engineered fire protection products, we offer customer access to one of the most comprehensive inventories in the industry. Ferguson Fire & Fabrication is a complete source for all fire protection needs.

Founded:
1989
Primary Products/Services:
Fire Sprinkler Products

Market Area:
Worldwide

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

Management:
Randy Greenslate, President

Sales Contact:
Customer Service
Tel: 800.344.1822
Fax: 800.344.3775

Company Profile:
Fire Protection Products Inc. (FPPI®) is a single source for fire sprinkler products with a diverse product range, covering four primary product families: Accessories, Brass Trim, Standpipe Equipment, and Sealants & Lubricants. FPPI prides itself on its focus on customer service and delivering the highest quality products with operational excellence. Our products are manufactured from best in class materials, and are engineered to be durable, reliable, and easy to install. Our customers truly do Insist on FPPI.

Fire Tech Productions, Inc.

7986 B Clyo Road
Centerville, Ohio 45459
Tel: 937.434.3473
Website: www.firetech.com
Contact: Donna Pierron

**Providing Training to the
Fire Protection Industry since 1987!**

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



**FIRE PROTECTION
PRODUCTS INC**

Fire Protection Products, Inc.

3198 Lionshead Avenue
Carlsbad, California 92010
Tel: 760.599.1168
Toll-Free: 800.344.1822
Fax: 800.344.3775
Website: www.fppi.com



FlexHead Industries, Inc.

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

Fax: 508.893.6020
Website: www.flexhead.com

Founded:
1991
Primary Products/Services:
Flexible Sprinkler Connections

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

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

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

FormLink Systems

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

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

Fox Sprinkler Supply Corporation

951 Estes Court
Schaumburg, Illinois 60193
Tel: 847.524.8250
Fax: 847.524.8262
Website: www.foxsprinkler.com

Founded:
2000

Primary Products/Services:
Distribution/Fabrication

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

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

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

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

GECCO, Inc.

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

Founded:
2002

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

Market Area:
Worldwide

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

Management:
Oma Clum, Owner
Gerald Clum, President

Sales Contact:
Chris Von Ahnen, Director of Sales and Marketing
Email: chris@dropmaster.com

Gem Sprinkler Company

1524 Astoria Dr.
Allen, Texas 75013
Tel: 813.672.2017

General Air Products, Inc.

118 Summit Drive
Exton, Pennsylvania 19341
Tel: 610.524.8950
Toll Free: 800.345.8207
Fax: 610.524.8965
Website: www.generalairproducts.com

Founded:
1936

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

Market Area:
Worldwide

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

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

Sales Contact:
Raymond M. Fremont Jr.

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

Globe Fire Sprinkler Corporation

4077 Air Park Drive
Standish, Michigan 48658
Tel: 989.846.4583
Toll Free: 800.248.0278
Fax: 989.846.9231
Website: www.globesprinkler.com

Founded:
1987

Primary Products/Services:
Manufacturers of sprinklers, valves, etc.

Market Area:
Worldwide

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

Management:
Robert C. Worthington, Chairman & CEO
Steven R. Worthington, President

Sales Contact:
Steven R. Worthington, President
Tel: 989.846.4583
Fax: 989.846.9231

Company Profile:
Globe Fire Sprinkler Corp. is an independent, privately owned company that strives to exceed customer expectations, offering top quality, competitive products and a high level of customer service. Approximately 30% of Globe's net sales are to overseas customers. Globe continues to develop new products as the world market demands and is happy to state that its relationship with various approval authorities, such as Underwriters Laboratories, Inc., FM approvals and the Loss Prevention Certification Board UK is excellent. Globe has the LPCB UK certification for ISO 9000 series Quality Assurance, therefore exhibiting proof of the quality it continuously builds into each of its 100% factory-tested products.

Guardian Fire Equipment

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

Primary Products/Services:
Fire Standpipe Equipment

Market Area:
Worldwide

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

Gulf Coast Tank & Construction Company

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

Harrington, Inc.

2630 West 21st Street
Erie, Pennsylvania 16506
Tel: 800.553.0078
Fax: 814.838.7339
Email: info@harrinc.com
Website: www.hydrantstorz.com/

Founded:
1988

Primary Products/Services:
Hydrant adapters, Storz adapters, Flange adapters, gate valves, gated wyes, thread X thread adapters

Market Area:
North America

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

Management:
Dave Harrington, President
Tim Harrington, Vice President
Paul Carpenter, V.P. Sales

Sales Contact:
Paul Carpenter, V.P. Sales
Tel: 610.908.7971
Email: paulc@harrinc.com

Company Profile:
Harrington, Inc manufactures high quality water handling products. These include Hydrant Storz adapters, Storz X thread adapters, gate valves, gate wyes, FD connections, flange adapters and thread X thread adapters. Most items are Made in USA, with some Made in US/Germany combinations. We strive to ship orders within 5-10 days. We are a family-owned business established in 1988.



HD Supply-Fire Protection

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

Primary Products/Services:
Full line Supplier and Fabricator

Market Area:
National

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

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

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

Company Profile:
HD Supply - Fire Protection offers the full array of fire protection products and services. With an ever-growing footprint, our strategically located supply and fabrication facilities maintain vast

inventories and enable us to provide superior customer service along with today's technology. Our fabrication facilities are backed by strict quality control procedures, and offer custom fabrication to meet the needs of your next project.

**HD SUPPLY-FIRE PROTECTION
BRANCH LOCATIONS:**

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

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

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

Sacramento, California
1120 Blumenfeld Drive
Sacramento, California 95815
Tel: 916.565.0466
Fax: 916.565.1852
Fresno, California
4710 E. Commerce Ave.
Fresno, California 93725
Tel: 559.441.7171
Fax: 559.441.7175

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

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

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

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

Tampa, Florida
1430 Massaro Blvd.

Tampa, Florida 33619
Tel: 813.620.9058
Fax: 813.626.6912

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

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

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

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

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

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

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

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

Charlotte, North Carolina
75 Odell School Rd. S
Concord, North Carolina 28027
Tel: 704.784.4700
Fax: 704.789.9288

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

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

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

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

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

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

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

Nashville, TN
413 Woodycrest Ave
Nashville, TN
Tel: 615.932.5656
Oklahoma City, OK
8401 SW 15th Ave
OKC, OK 73128
Tel: 405.506.6206
Fax: 405.495.2016

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

Richmond, Virginia
738 Goodes St.
Richmond, VA 23224
Tel: 804.232.2003
Fax: 804.232.1255

Salt Lake City, Utah
275 West 2855 South
Salt Lake City, UT 84115
Tel: 385.419.3950

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

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

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

Hilti, Inc.

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

HRS Systems, Inc.

208 Southside Square
Petersburg, Tennessee 37144
Tel: 931.659.9760
Fax: 931.659.9763
Website: www.hrssystem.com

Primary Products/Services:
Fire Protection Engineering Software

Management:
Hal R. Sanders, P.E., President
H. Asa Tuten, Jr., General Manager
Marketing Area: Worldwide

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

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

– COOSA® for CO2 system analysis.
All of them are Windows-Based (32 & 64 bit) and available in both English and metric Units plus metric units/Spanish text.
For further information, please e-mail: hass@hrssystem.com.

Huguenot Laboratories, Inc

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

Founded:
1998

Primary Products/Services:
Fire Protection Corrosion Solutions

Market Area:
North America, South America, New Zealand, Australia

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

Management:
Tim O'Leary, President

Sales Contact:
Tim O'Leary, President

Company Profile:

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



Hydratec, Inc.
64 Haverhill Road
Windham, New Hampshire 03087

Tel: 603.434.0502
Fax: 603.434.1348
Website: www.hydracad.com

Founded:
1972

Primary Products/Services:
Fire Protection Design Software & Service

Market Area:
Worldwide

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

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

Sales Contact:
Art Dove, CAD Development Manager

Company Profile:

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

Hydro Flow Products, Inc.

1330 Ensell Rd
Lake Zurich, IL 60047
Tel: 847.434.0101
Toll Free: 888.202.9987
Fax: 847.434.0073
Website: www.hosemonster.com

Founded:
1996

Primary Products/Services:
Fire pump and fire flow test equipment

Market Area:
Global

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

Management:
Fred Grenning, President
Sales Contact: Michael, Lori

Company Profile:

We at Hydro Flow Products are dedicated to providing equipment that makes the tasks of fire pump testing and fire flow testing safe, accurate and simple.

Hydrogen Innovations

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

ITW Commercial Construction/Buildex-SAMMY

1349 W Bryn Mawr Avenue
Itasca, Illinois 60143
Tel: 630.787.3211
Website: www.itwccna.com

Founded:
1967

Primary Products/Services:
Pipe Hangers

Market Area:
National

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

Management:
J. Schneider, Nat'l Mktg Mgr.
Ben Nolen, Product Mktg Mgr.
Sales Contact: Bryant Hope, Nat'l Sales Mgr.

Company Profile:

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

Independence Tube Corp.

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

Company Profile:

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

JG Innovations, Inc.

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

Founded:
2009

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

Market Area:
Nationwide

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

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

Company Profile:

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

Facilities • High Rise Apartments • Residential Properties • College Dormitories • Nursing Homes • Jails and Prisons • Commercial Buildings

KENNEDY VALVE/Division of McWane, Inc.

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

Founded:
1877

Primary Products/Services:
a variety of valve products that meet AWWA specifications.

Management:
John Chalk, Customer Service Manager

Knox Company

1601 W Deer Valley Rd
Phoenix, Arizona 85027-2112
Tel: 623.687.2300
Fax: 623.687.2283
Website <http://knoxbox.com>
Contact: Cynthia Jones

Long Island Pipe Supply, Inc.

586 Commercial Ave.
Garden City, New York 11530
Tel: 516.222.8008
Fax: 516.222.9234
Website: www.lipipe.com

Management:
Robert Moss, Owner

Company Profile:

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

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

Long Island Pipe Supply carries the largest selection of nationally known brands at the

most competitive prices. Our friendly, dedicated, knowledgeable staff provides outstanding service to every customer. They have the knowledge and ability to schedule a job, so your order is received on time.

Fast, reliable delivery.

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

Master Control Systems, Inc.

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

Founded:
1965

Primary Products/Services:
Fire Pump Controllers

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

Company Profile:

Master Control Systems, Inc. manufactures the world's first UL/FM Variable Speed Electric Fire Pump Controller. In addition, we manufacture all types of NFPA 20, UL/FM approved, fire pump controllers. We offer electric controllers from 5-400 hp at 200-600. We also offer diesel fire pump controllers and accessory items. Five year warranties are standard on EC-series controllers or DEC-series diesel controllers.



The Metraflex Company

2323 West Hubbard Street
Chicago, Illinois 60612
Tel: 312.738.3800
Fax: 312.738.0415
Email: zekeb@metraflex.com
Website: www.metraflex.com

Founded:
1958

Primary Products/Services:

Seismic Expansion Joints

Market Area:

Worldwide

Hours of Operation:

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

Sales Contact:

Janet Torres, Account Manager
Email: janett@metraflex.com

Company Profile:

The FM approved Metraflex® Fireloop® seismic expansion joint for fire sprinkler systems accommodates movement in all directions. Meets NFPA 13 guidelines. UL listed. The FireVoop seismic expansion joint is a great alternative to the Fireloop. It has a different footprint with a shorter hangdown. UL Listed. Meets NFPA 13. Visit www.metraflex.com



Newburgh Windustrial

65 Jeanne Drive
Newburgh, New York 12550
Tel: 845.566.5300
Fax: 845.566.5340
Website: www.newburghwindustrial.com

Management:

Dean Lucas, President
James Lucas, Vice President

Outside Sales Representative:

David J. Vandeyar
Cell: 914.646.3283

Company Profile:

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

The Noble Company

7300 Enterprise Drive
Spring Lake, Michigan 49456
Tel: 800.878.5788
Fax: 231.799.8850
Website: www.noblecompany.com

Founded:
1946

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

Management:
George Rudolph, National Sales Mgr.
—Engineered Fluids
Nelson Wilner, Vice President-Sales
& Marketing

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

Company Profile:

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

PAC Pump & Systems, Inc.

106 Hobart St.
Hackensack, New Jersey 07601
Tel: 201.621.0500
Fax: 201.621.0506
Website: www.pacpump.com

Founded:
2003

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

Market Area:
New Jersey

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

Management:
William Casey, President

Craig Pastore, Sales & Service
Nick Badalato service manager
Cate Griffing, Inside Sales

Sales Contact:
William Casey

Company Profile:

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

Pentair—CADDY

34600 Solon Road
Solon, Ohio 44139
Tel: 440-248-0100
Website: www.eric.pentair.com

Primary Products/Services: Fixing, fastening and support products for use in electrical installation, datacom, telecom, fire protection, seismic and HVAC applications.

Market Area:
Nat'l & Int'l

Company Profile:

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

OFFICE LOCATIONS:

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

Permabond Engineering Adhesives

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

Founded:
1978

Primary Products/Services:
Adhesives, Sealants

Market Area:
Worldwide

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

Company Profile:

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

PHD Manufacturing, Inc.

44018 Columbiana-Waterford Rd.
Columbiana, Ohio 44408
Tel: 330.482.9256
Toll-Free: 800.321.2736
Fax: 330.482.2763
Website: www.phd-mfg.com

Founded:
1972

Primary Products/Services:

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

Market Area:
U.S.,

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

Management:

Joe Corvino, President
Jonathon Corvino, Vice President of Sales
330.921.9362
Rick Persing, Nat'l Sales Manager,
Sprinkler Division
Gene Hancock, National Sales Manager,
Electrical Division

Sales Contact:
Rick Persing, Nat'l Sales Manager,

Sprinkler Division
Tel & Fax: 574.536.3857

Company Profile:

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

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

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

Pipe Fabricators

8580 Valley Forge Lane N
Maple Grove, Minnesota 55369
Tel: 763.488.8100
Toll-Free: 866.747.7473
Fax: 763.488.8140
Website: www.pipfabricatorsps.com

Founded:
1984

Primary Products/Services:
Sprinkler supplier with fabrication

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

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

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

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

PlanGrid

3265 17th Street #404
San Francisco, California 94110
Tel: 800.646.0796
Website: www.plangrid.com/
Contact: David Posta

Plumbers Supply Company

1000 E. Main St.
Louisville, Kentucky 40206
Tel: 502.540.0223
Toll-Free: 800.626.5133
Fax: 502.540.0330
Website: www.plumbers-supply-co.com

Founded:
1921

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

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

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

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

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

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

INSIDE SALES:
LEXINGTON, KENTUCKY
Ronnie Wilson
Tel: 859.255.0700
Cell: 859.621.5278
Email: Ron.Wilson@plumbers-supply-co.com

INSIDE SALES:

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

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

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

Company Profile:

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

Polymer Molding, Inc.

1655 West 20th Street
Erie, Pennsylvania 16502
Toll-Free: 800.344.7584
Fax: 814.455.0289
Website: www.polymermolding.com

Founded:
1978

Primary Products/Services:
Product Protection

Market Area:
Worldwide

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

Management:
Chris Vinson, Vice President, Sales

PlanGrid

3265 17th Street
San Francisco, California 94110
Tel: 415.963.4088
Contact: David Posta
Email: dave.posta@plangrid.com
Website: www.plangrid.com

The mobile construction app to get plans at your fingertips, helping teams save time and avoid rework.



Potter Electric Signal Company

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

Founded:
1898

Primary Products/Services:
Flow, Pressure, Tamper switches

Market Area:
Worldwide

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

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

Company Profile:
Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems, nitrogen generators, corrosion monitoring/testing, electronic fire systems, vault and safe security systems and boiler/chiller and industrial control products. At Potter, not only do we supply our customers with products that provide real world solutions for their unique needs, we strive to provide them unequalled service and technical support. Every employee at Potter is committed to provide the very best product and service available for the protection of life and property. Potter is THE Symbol of Protection.

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

Founded:
1937

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

Market Area:
U.S.A.

Management:
George Brown, Vice President Sales

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

Quimby Equipment Company, Inc.

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

Primary Products/Services:
Pump Sales

Management:
Greg Ross, Sales Representative

RCL Concrete Cutting & Coring

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



Reliable Automatic Sprinkler Co., Inc.

103 Fairview Park Drive
Elmsford, New York 10523
Tel: 914.829.2042
Toll-Free: 800.431.1588
Fax: 800.848.6051
Email: info@reliablesprinkler.com
Website: www.reliablesprinkler.com

Founded:
1920

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

Market Area:
Worldwide

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

Management:
Kevin T. Fee - President
Michael R. Fee – Executive V.P.
Kevin T. Fee, Jr. V.P., Sales - Americas
John McNamara – V.P., Corporate Sales
Rex Schwendiman – V.P., System Components
Tom Multer – V.P., Product Technology
Graeme Leonard – V.P., International Sales

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

CORPORATE OFFICE:
103 Fairview Park Drive
Elmsford, NY 10523
Tel.: 800.821.2138
Website: www.reliablesprinkler.com

CORPORATE MANUFACTURING FACILITY:
1470 Smith Grove Road
Liberty, SC 29657
Tel: 864.843.1700

WORLDWIDE DISTRIBUTION CENTERS, FABRICATION FACILITIES & SALES OFFICES:
Boston, MA (Walpole)
Tel.: 800.431.1588
Fax: 800.848.6051

New York, NY (Elmsford)
Tel.: 800.431.1588
Fax: 800.848.6051

Washington, DC (Lorton, VA)
Tel.: 877.883.8831
Fax: 877.851.1553

Atlanta, GA (Norcross)
Tel.: 800.652.1819
Fax: 800.848.6052

Orlando, FL (Longwood)
Tel.: 800.801.3097
Fax: 800.862.0934

Miami, FL (Miramar)
Tel.: 954.437.2520
Fax: 954.437.2289

Chicago, IL (Hanover Park)
Tel.: 800.228.6274
Fax: 800.848.6053

Minneapolis, MN (Roseville)
Tel.: 877.827.2816
Fax: 877.827.3043

Dallas, TX
Tel.: 800.442.6742
Fax: 800.848.6054

Houston, TX
Tel: 866.978.9965
Fax: 866.978.9979

Denver, CO
Tel.: 877.440.2598
Fax: 877.205.7230

Los Angeles, CA (Brea)
Tel.: 800.352.4365
Fax: 800.848.6055

San Francisco, CA (San Leandro)
Tel.: 800.352.4365
Fax: 800.848.6055

Seattle, WA (Kent)
Tel.: 877.327.2563
Fax: 877.327.2574

FABRICATION:

Grand Prairie, TX
Tel: 972.352.6400
Fax: 972.352.6402

Portland, OR
Tel: 503.282.5506
Fax: 503.282.0092

Denver, CO
Tel.: 877.440.2598
Fax: 877.205.7230

INTERNATIONAL:

Toronto Canada
Tel.: 800.790.6443
Fax: 800.790.6486

Western Canada
Tel.: 604.542.1864
Fax: 604.542.1894

Mexico & Latin America
Tel.: 800.442.6742
Fax: 800.848.6054

London, United Kingdom
Reliable Fire Sprinkler (UK) Ltd
Tel.: +44.1342.316800
Fax: +44.1342.314679

Hamburg, Germany
Tel: +49.40.5589818.71
Fax: +49.40.5589818.73

Shanghai, China
Tel: +86.21.54037021
Fax: +86.21.54037022

Singapore
Tel: +65 6635 8100
Fax: +65 6734 3176

Adelaide, Australia
Tel: +61.8.81629555
Fax: +61.8.81629359

Dubai, United Arab Emirates
Tel: +971.4880.8830

Relmark Group

961 Pottstown Pike
Chester Springs, PA 19425
Tel: 610.321.1010
Website: www.relmarkgroup.com

Primary Products/Services:
Fire Sprinkler Contractor General Liability Insurance

Sales Contact:
Ray Rittersbach
Email: rrittersbach@relmarkgroup.com

RJB Wholesale, Inc.

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

SBS Tanks USA, Inc.

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



The Solberg Company

1520 Brookfield Avenue
Green Bay, Wisconsin 54313
Tel: 920.593.9445
Fax: 930.593.9464
Email: info@solbergfoam.com
Website: www.solbergfoam.com

Founded:
1971

Primary Products/Services:
Foam agents and systems hardware

Market Area:
Global

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

Management:
Steve Hansen, Gen. Mgr.
Bill Smith, VP, Global Sales
Dave Pelton, VP, Global Mktg.
Mitch Hubert, VP, Global Prod. Dev.

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

Company Profile:

Solberg is your one-stop resource for Class A and B firefighting foam concentrates and custom-designed foam suppression systems hardware. An Amerex Corporation company, Solberg has the expertise, capabilities and resources to serve the fire protection and firefighting industry. At Solberg, we continually pioneer firefighting foam technologies to meet the latest demands in the Aerospace, Aviation, Chemical, Defense, Energy, Fire Service, Marine, Mining, Oil & Gas, Petrochemical, Pharmaceutical, Pipeline, Solvents & Coatings and Utilities Industries.

BRANCH OFFICES

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

The Solberg Company
6477 Deerfield Drive
New Hope, PA 18938

Jim Schwander, Eastern Reg.
Sales Mgr.
Tel: 267.293.0342
Email: jim.schwander@solbergfoam.com

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

The Solberg Company
4840 55th Street
San Diego, CA 92115
Todd Wayshville, Western Reg. Sales Mgr.
Tel: 619.206.5487
Email:
todd.wayshville@solbergfoam.com

South-Tek Systems

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

SPP Pumps

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

Founded:
1875

Primary Products/Services:
fire pumps and fire pump systems

Market Area:
Global

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

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

Sales Contact:
Jimmy Hunt
Tel: 770.409.3280 ext. 2204
email: james_hunt@sppumps.com

Company Profile:
SPP Pumps has been working with consultants, contractors, installers and end-users for more than a century to achieve the most cost effective fire system pumping solutions. Since SPP Fire

was formed in 1875, it has built a reputation for quality and value that has made it unquestionably the leading supplier of Approved Fire Protection Pumping Packages throughout the world. SPP Pumps has six facilities worldwide that offer the same attention to quality and value that has made SPP Pumps a market leader for over 100 years.

Star Sprinkler Corporation

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



Starfire Inc.

9825 South 54th Street
Franklin, Wisconsin 53132-8668
Tel: 414.483.5959
Fax: 414.483.1566
Website: www.starfireusa.com
Email: info@starfireusa.com

Founded:
1987

Primary Products/Services:
Fire Sprinkler Material and Fire Pumps

Market Area:
Midwest & Southwestern U.S./International

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

Management:
Darrel R. Malek, Chairman
Scott Mathwig, President

Sales Contact:
Gil Brzezinski, Vice President Tel: 414.483.5959
FAX: 414.483.1566
Email: info@starfireusa.com

Company Profile:
Starfire, Inc. is an independent fire protection supplier with an extensive product line and a knowledgeable service team. We stock fire sprinklers, control valves, fittings of all types, monitoring devices, bladder expansion and surge suppression tanks and system accessories. We also sell and service fire pumps, controllers and water storage tanks. In addition, Starfire Systems

and Starfire Extinguisher offer special hazard fire protection solutions including design, supply and installation. Please see our website for additional information and we encourage you to contact either our Wisconsin or California location with any questions.

CALIFORNIA BRANCH:

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

System Sensor

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

Founded:
1984

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

Market Area:
Worldwide

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

Management:
Rich Lattanzi, President, Honeywell Security and Fire, Americas
Dave Pakech, VP of Security and Fire Sales
Chuck Kitts, Director of Fire Sprinkler Sales
Tim Baker, Director of Marketing
Dennis Sekermestrovich, Western Regional Manager

Sales Contact:
Chuck Kitts, Director of Fire Sprinkler Sales

Company Profile:
System Sensor is a global manufacturer of sprinkler monitoring products, including water flow detectors, supervisory switches, pressure switches, deluge releasing panel, alarm bells and explosion-proof products. With sales, service and manufacturing facilities extending throughout the Americas, Europe and Asia, System Sensor promises to continue developing advanced ideas that deliver advanced solutions. Our high production standards and constant communication with our customers gives you a quality product with the information and support

you need to install and maintain our products. Because we place a premium on research and development, System Sensor sprinkler monitoring products are quick and easy to install and maintain.

Talco Industries

6040 NE 117th Ave.
Portland, Oregon 97220
Tel: 503.668.1231
Toll Free: 800.878.8055
Fax: 503.688.1234
Website: www.talcofire.com
Email: gi@talcofire.com

Founded:
1981

Primary Products/Services:

Packaged fire pump systems for commercial and Home fire protection Market Area: U.S. & Canada

Hours of Operations:
M-F

Sales Contact:
Scott Shaffer
Email: ss@talcofire.com

Company Profile:

Talco manufacturers all sorts for packaged pump systems for Commercial and Residential applications. We have released our HOME HYDRANT models with a water storage tank with integral pump system installed through a molded hole in the tank with all package piping and connections included. Just water and drain connections and power to the pressure switch and the system is ready to go. Many other models are available to meet your system requirements.

Tank Connection

3609 N. 16th
Parsons, Kansas 67357
Tel: 620.423.3010
Fax: 620.423.3999
Website: www.tankconnection.com

Founded:
2004

Primary Products/Services:

Fire Protection Water Storage Tanks

Market Area:
Worldwide

Management:
Bill Neighbors, President & CEO

Sales Contact:

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

Company Profile:

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

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

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

Telgian Corporation

2615 South Industrial Park Avenue
Tempe, Arizona 85282
Tel: 480.753.5444
Toll Free: 866.364.1700
Fax: 480.753.5450
Website: www.telgian.com

Primary Products/Services:

Engineering/Consulting/Design/Loss Control.

Market Area:

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

Hours of Operation:

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

Management:

Russell Leavitt, Executive Chairman
Jim Tomes, President and CEO
Brian Ballard, CFO
Sales Contact: Ryan Smith
Tel: 480.621.5024
FAX: 480.753.5450

Company Profile:

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

with fire sprinkler contractors throughout the U.S., delivering quality working drawings that are prepared by NICET certified designers with oversight by professional engineers.

OFFICES:

900 Circle 75 Parkway SE, Ste 680
Atlanta, GA 30339
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Fax: 770.656.3114
Contact: Ralph Bless P.E.

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Plymouth, MI 48170
Tel: 734.738.1111
Fax: 734.738.1112
Contact: Ron Leszczynski

500 International Dr. Ste 170
Mount Olive, NJ 07828
Tel: 973.440.6650
Fax: 973.440.6651
Contact: Joseph Keltos

11230 Sorrento Valley Rd. Ste 225
San Diego, CA 92121
Tel: 858.795.1000
Fax: 858.795.1001
Contact: Sharyn Deleon

1101 Andover Park West, Ste 100
Seattle, WA 98188
Tel: 206.439.7080
Fax: 206.439.7089
Contact: Warren Burns

12250 Weber Hill Rd., Ste. 130
St. Louis, MO 63127
Tel: 314.849.3001
Fax: 314.849.3011
Contact: John Campbell P.E.

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

TOLCO®, a Brand of Cooper B-Line

509 West Monroe
Highland, Illinois 62249
Tel: 800.851.7415
FAX: 800.257.4312
Website: www.cooperblineline.com/tolco
Email: margie.doll@cooperindustries.com

Founded:
1967

Primary Products/Services:

Seismic Bracing; Custom Supports, Pipe Hangers & Supports, Strut Fittings & Accessories & Engineering Support, TOLBrace © Software
Market Area: Worldwide

Total Equipment

400 5th
Coraopolis, Pennsylvania 15108
Tel: 412.269.0999
Website: www.totalequipment.com

Trademaster, Inc.

1150 Stephen Hwy
Troy, Michigan 48083
Tel: 586.899.8651

Tyco Fire Protection Products

1400 Pennbrook Pkwy
Lansdale, Pennsylvania 19446
Phone: 215.362.0700
Toll Free: 800.558.5236
Fax: 800.877.1295
Website: www.TycoFire.com,
www.TycoRapidResponse.com,
www.SprinkCAD.com,
www.Ansul.com,
www.Pyrochem.com,
www.Grinnell.com,
www.OnlineTechXchange.com

Founded:
1850

Primary Products/Services:

Water & Chemical based Fire Protection Products, Grooved Piping Products, Sprinkler System Design Software, Training Services.

Market Area:
Global

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

Management:

Mike Ryan, President
Rekha Agrawal, G.M., Water, Mechanical, and Special Hazards

Sales Contact:

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

Company Profile:

Tyco Fire Protection Products, part of Johnson Controls, traces its roots to the companies that pioneered the fire sprinkler industry at the turn of the last century: Grinnell sprinkler, Star Sprinkler and Central Sprinkler. Through the years, the company's innovative solutions have continually reinvented, improved and expanded the fire protection market. Industry firsts include concealed sprinklers, quick response sprinklers, residential sprinklers, and advances in storage protection that have evolved to protect changes in sorted commodities and storage technology. This innovation continues today with continuous investment in education, research and development, software solutions and an unwavering commitment to helping protect lives and property.

United Brass Works, Inc.

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

Founded:
1910

Primary Products/Services:

bronze valves / custom cast and machined products

Market Area:
Worldwide

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

Management:

Mike Berkelhammer, President

Sales Contact:

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

Company Profile:

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

Uponor Inc.

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

Founded:

1620

Primary Products/Services:

Residential Fire Sprinkler Systems

Market Area:

North America

Management:

Eric Skare, Product Manager

Company Profile:

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



Victaulic Company

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

Founded:
1925

Market Area:
Global

Management:

Scott Howser, V.P., Market Dev.

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



The Viking Group

210 N. Industrial Park Drive
Hastings, Michigan 49058
Tel: 269-945-9501
Toll Free: 800-968-9501
Fax: 269-945-9599
Website: www.vikinggroupinc.com

Founded:
1897

Primary Products/Services:

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

Market Area:
Worldwide

Hours of Operation:
24/7/365

Management:

James Golinveaux, *President and CEO, The Viking Group*
Kevin Ortyl, *Chairman, The Viking Group*
Joe Bardowski, *Vice President - Operations, Viking SupplyNet*
Tom O'Connor, *President, The Viking Corporation*
Mike Bosma, *Executive Vice President - Sales, Viking SupplyNet*
Cary Nicol, *Vice President - Sales, Viking SupplyNet*

Sales Contact:

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

Company Profile:

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

improve their quality of service. We help them grow their business.

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

BRANCH OFFICES:

United States of America

The Viking Corporation

210 N. Industrial Park Drive
Hastings Michigan 49058
Tel: 800.968.9501
Fax: 269.945.9599
Email: products@vikingcorp.com

VIKING SUPPLYNET – SOUTH REGION

Viking SupplyNet (Atlanta)

Regional Headquarters
100 Piedmont Court, Suite A
Doraville, GA 30340
Tel: 770.446.3068
Fax: 770.446.3713
Email: south@supplynet.com

Sales Contact:

Chris Sharp, Adam Owens

Viking SupplyNet (Orlando)

503 Ocoee Business Parkway
Ocoee, FL 34761
Tel: 407.656.7600
Fax: 407.656.7675
Email: south@supplynet.com

Sales Contact:

Jeff Trew, Chris Sharp

Viking SupplyNet (Ft. Lauderdale)

2678 SW 36th Street
Fort Lauderdale, FL 33312
Tel: 954.791.1756
Fax: 954.791.1614
Email: south@supplynet.com

Sales Contact:

Will Allgood, Chris Sharp

Viking SupplyNet (Houston)

6911 Fairbanks North Houston Road, Suite 100
Houston, TX 77040
Tel: 713.896.8464
Fax: 713.896.8429
Email: south@supplynet.com

Sales Contact:

Mike Repking, Jeff Graham

Viking SupplyNet (Dallas)

1011 N. 28th Avenue, Suite 200
Irving, TX 75261
Tel: 972.466.0933

Fax: 972.466.0853
Email: south@supplynet.com

Sales Contact:

Perry Adams, Colt Replogle, Jeff Graham

Viking SupplyNet (San Antonio)

1050 Arion Parkway, Suite 110
San Antonio, TX 78216
Tel: 210.491.2023
Fax: 269.818.1607
Email: south@supplynet.com

Sales Contact:

Blake Johnson, Jeff Graham

Viking SupplyNet (Memphis)

Airport Distribution Center #8,
4299 Air Trans Road
Memphis, TN 38118
Tel: 901.360.9401
Fax: 901.360.9428
Email: south@supplynet.com

Sales Contact:

Tommy Haberman, Chris Sharp

Viking SupplyNet (Charlotte)

11517 Cordage Street, Suite P
Charlotte, NC 28273
Tel: 704.588.8880
Fax: 704.588.8650
Email: south@supplynet.com

Sales Contact:

Seth Pendleton, Chris Sharp

VIKING SUPPLYNET – WEST REGION

Viking SupplyNet (Los Angeles)

Regional Headquarters
9101 Sorensen Ave.
Santa Fe Springs, CA 90670
Tel: 562.903.7274
Fax: 562.944.1058
Email: west@supplynet.com

Sales Contact:

Dave Swanson, Jim Gudger, Jeff Hill

Viking SupplyNet (Phoenix)

625 E. Watkins Street
Phoenix, AZ 85004
Tel: 602.252.0400
Fax: 602.252.2028
Email: west@supplynet.com

Sales Contact:

Kevin Kane, Jeff Hill

Viking SupplyNet (Bay Area)

1164 San Luis Obispo
Hayward, CA 94544
Tel: 510.429.7295
Fax: 510.429.7297
Email: west@supplynet.com

Sales Contact:

Grady Smith, Augustine Raya, Jeff Hill

Viking SupplyNet (Las Vegas)

Cameron Business Center #1,
4701 Cameron Street, Suite D
Las Vegas, Nevada 89103
Tel: 702.795.8002
Fax: 702.795.0105
Email: west@supplynet.com

Sales Contact:

Paul Cress, Jeff Hill

Viking SupplyNet (Seattle)

8001 S. 224th Street
Kent, WA 98032
Tel: 253.872.8444
Fax: 253.872.8455
Email: west@supplynet.com

Sales Contact:

Dave Luckenbach, Jeff Hill

Viking SupplyNet (Denver)

12360 E. 46th Avenue #400
Denver, CO 80239
Tel: 303.576.0665
Fax: 303.576.0611
Email: west@supplynet.com

Sales Contact:

Scott Franklin, Jeff Hill

Viking SupplyNet (Riverside)

6480 Box Springs Blvd.
Riverside, California 92507
Tel: 951.656.3111
Fax: 951.656.2606
Email: west@supplynet.com

Sales Contact:

Jim Gudger, Dave Swanson, Jeff Hill

VIKING SUPPLYNET – MIDWEST REGION

Viking SupplyNet (Columbus)

Regional Headquarters
2353 International Street
Columbus, OH 43228
Tel: 614.527.5800
Fax: 614.527.5818
Email: midwest@supplynet.com

Sales Contact:

Bob Fischer, Tom Bowers

Viking SupplyNet (Detroit)

26020 Mound Road
Warren, MI 48091
Tel: 586.754.0004
Fax: 586.754.8020
Email: midwest@supplynet.com

Sales Contact:

Sandy Richter, Tom Bowers

Viking SupplyNet (Chicago)

640 Center Avenue
Carol Stream, IL 60188
Tel: 630.462.5860
Fax: 630.871.1898
Email: northcentral@supplynet.com

Sales Contact:

Ron Bergquist, Tom Bowers

Viking SupplyNet (St. Louis)

1600 Park 370 Place, Suite 10
Hazelwood, MO 63042
Tel: 314.291.4800
Fax: 314.291.4806
Email: northcentral@supplynet.com

Sales Contact:

Chris Muschany, Tom Bowers

Viking SupplyNet (Kansas City)

1930 Warren Street
North Kansas City, MO 64116
Tel: 816.474.1190
Fax: 816.474.8991
Email: northcentral@supplynet.com

Sales Contact:

Chris Muschany, Tom Bowers

Viking SupplyNet (Twin Cities)

305 Bridgepoint Drive, Suite 200
South St. Paul, MN 55075
Tel: 651.455.0325
Fax: 269.818.1614
Email: northcentral@supplynet.com

Sales Contact:

Jason Wardour, Tom Bowers

VIKING SUPPLYNET – EAST REGION

Viking SupplyNet (New Jersey)

Regional Headquarters
4B Cranberry Road
Parsippany, NJ 07054
Tel: 973.541.2580
Fax: 269.818.1639
Email: east@supplynet.com

Sales Contact:

Drew Slocum, Terry Laffey, Jim Dooley

Viking SupplyNet (New York City)

40-15 Northern Blvd.
Long Island City, NY 11101
Tel: 973.541.2320
Fax: 269.818.1609
Email: east@supplynet.com

Sales Contact:

Drew Slocum, Terry Laffey, Jim Dooley

Viking SupplyNet (Philadelphia)

201 King Manor Drive
King of Prussia, PA 19406
Tel: 610-279-3762
Fax: 610-277-3658

Email: east@supplynet.com

Sales Contact:

Jamey Wright, Jim Dooley

Viking SupplyNet (Baltimore / Washington)

8310 Sherwick Court
Jessup, Maryland 20794
Tel: 301.490.5514
Fax: 301.490.5367
Email: east@supplynet.com

Sales Contact:

Jamey Wright, Jim Dooley

Viking SupplyNet (Richmond)

4593 Carolina Avenue
Richmond, Virginia 23222
Tel: 804.228.1107
Fax: 804.228.1556
Email: east@supplynet.com

Sales Contact:

Ben Johnson, Jim Dooley

Viking SupplyNet (Boston)

60 Maple Street
Mansfield, MA 02048
Tel: 508.594.1800
Fax: 269.818.1620
Email: east@supplynet.com

Sales Contact:

Bill Wian, Jim Dooley

**VIKING FABRICATION SERVICES
– U.S. LOCATIONS**

Viking Fabrication Services

(Southern California)
6480 Box Springs Blvd.
Riverside, California 92507
Tel: 951.656.3111
Fax: 951.656.2606
Email: vfsriverside@supplynet.com

Sales Contact:

Dave Swanson, Jim Gudger, Jeff Hill

Viking Fabrication Services (Phoenix)

625 E. Watkins Street
Phoenix, Arizona 85004-2935
Tel: 602-252-0400
Fax: 602-252-2134
vfsphoenix@supplynet.com

Sales Contact:

Kevin Kane, Jeff Hill

Viking Fabrication Services (Denver)

12360 E. 46th Avenue #400
Denver, Colorado 80239
Tel: 303.576.0665
Fax: 303.576.0611
Email: vfsdenver@supplynet.com

Sales Contact:

Scott Franklin, Jeff Hill

Viking Fabrication Services (**Bay Area**)
1164 San Luis Obispo Street
Hayward, CA 94544
Tel: 510.429.7295
Fax: 510.429.7297
Email: vfsbayward@supplynet.com
Sales Contact:
Grady Smith, Jeff Hill

Viking Fabrication Services (**Chicago**)
640 Center Avenue
Carol Stream, IL 60188
Tel: 630.462.5860
Fax: 630.871.1898
Email: vfschicago@supplynet.com
Sales Contact:
Ron Bergquist, Tom Bowers

Viking Fabrication Services (**Columbus**)
2353 International Street
Columbus, Ohio 43228
Tel: 614.527.5800
Fax: 614.527.5818
Email: vfschicago@supplynet.com
Sales Contact:
Bob Fischer, Tom Bowers

Viking Fabrication Services (**Kansas City**)
1930 Warren Street
North Kansas City, MO 64116
Tel: 816.474.1190
Fax: 816.474.8991
Email: northcentral@supplynet.com
Sales Contact:
Chris Muschany, Tom Bowers

Viking Fabrication Services
(**New York Metro / New Jersey**)
4B Cranberry Road
Parsippany, NJ 07054
Tel: 973.541.2580
Fax: 269.818.1639
Email: vfsnewyorkmetro@supplynet.com
Sales Contact:
Terry Laffey, Tim Christie, Drew Slocum,
Jim Dooley

Viking Fabrication Services (**Richmond**)
4593 Carolina Avenue
Richmond, Virginia 23222
Tel: 804.228.1107
Fax: 804.228.1556
Email: vfsrichmond@supplynet.com
Sales Contact:
Ben Johnson, Jim Dooley

Viking Fabrication Services (**Atlanta**)
100 Piedmont Court, Suite A
Doraville, GA 30340
Tel: 770.446.3068
Fax: 770.446.3713
Email: vfsatlanta@supplynet.com

Sales Contact:
Chris Sharp, Adam Owens

Viking Fabrication Services (**Houston**)
6911 Fairbanks North Houston Rd., Suite 100
Houston, TX 77040
Tel: (713) 896.8464
Fax: (713) 896.8429
Email: vfshouston@supplynet.com

Sales Contact:
Mike Repking, Jeff Graham

Viking Fabrication Services (**Dallas**)
1011 N. 28th Avenue, Suite 200
Irving, TX 75261
Tel: 972.466.0933
Fax: 972.466.0853
Email: south@supplynet.com

Sales Contact:
Perry Adams, Colt Replogle, Jeff Graham

CANADA

Viking SupplyNet (**Toronto**)
325 Vaughan Valley Blvd.
Woodbridge, Ontario L4H 3B5
Tel: 905.856.3557
Fax: 905.856.3558
Email: toronto@supplynet.com

Sales Contact:
Wayne Brown, Harv Hughey

Viking SupplyNet (**Vancouver**)
19650 Telegraph Trail Bldg B Unit 1
Langley, British Columbia V1M3E5
Tel: 604.882.2766
Fax: 604.882.2762
Email: vancouver@supplynet.com

Sales Contact:
Nicole Andreassen

Viking SupplyNet (**Calgary**)
#42 4216 54th Avenue SE
Calgary, Alberta T2C 2E3
Tel: 403.203.5681
Fax: 403.203.5682
Email: calgary@supplynet.com

Sales Contact:
Scott Tanner

SCS Canada (Quebec)
— Independent Distribution Partner
1935 Lionel Bertrand Blvd.
Boisbriand, Quebec J7H 1N8
Tel: 450.430.7031
Fax: 450.430.9170
Email: scs@polygon.ca

MEXICO

Viking SupplyNet
1011 N. 28th Avenue, Suite 200

Irving, TX 75261
Tel: 972.466.0933
Fax: 972.466.0853
Email: latinamerica@supplynet.com
Sales Contact:
Art Gutierrez

LATIN AMERICA AND THE CARIBBEAN

Viking SupplyNet
2678 SW 36th Street
Fort Lauderdale, FL 33312
Tel: 954.791.2901
Fax: 954.791.1181
Email: latinamerica@supplynet.com
Sales Contact:
Art Gutierrez

ADDITIONAL LOCATIONS — EUROPE AND MIDDLE EAST

EUROPE - HEADQUARTERS

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

Additional Locations - Europe

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

ASIA - HEADQUARTERS

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

Additional Locations - Asia

- Japan
- Hong Kong
- Korea

- China (Shanghai)
- India (Bangalore)
- India (New Delhi)

SOUTHERN HEMISPHERE LOCATIONS

AUSTRALIA

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

Sales Contact:

Rick Tanner

SOUTH AFRICA

(Independent Distribution Partner)
Firequip CC
P.O. Box 14579, Bredell 1623, South Africa
Tel: +27-11-396-1800 Fax: +27-11-396-1810
Email: dave@firequip.co.za

Sales Contact:

Dave Martin

NEW ZEALAND

(Independent Distribution Partner)
Viking Sales & Services Limited
12 Cornish St, Korokoro Lower Hutt 5012
P.O. Box 30737, Lower Hutt 5040, New Zealand
Tel: +64-4-589-0856 Fax: +64-4-589-0413
Email: vikingnewzealand@vikingcorp.com
Sales Contact: Peter Clark

VIKING SALES & SERVICES - AUCKLAND

Unit 4, 17 Airpark Drive
Airport Oaks, Auckland 2022
New Zealand
Tel: (+64) 9 969 9009
Fax: (+64) 9 969 9007
Email: vikingnewzealand@vikingcorp.com

Watts

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

Management:

Ken Nolan, National Product Manager

Company Profile:

Founded in 1874, Watts, part of the Watts Water Technologies family, is one of the world's largest independent valve companies with 10 factories in the United States and Canada. Watts Regulator designs, manufactures, and sells an extensive

line of flow control products for the water quality, residential plumbing and heating, commercial and OEM markets.

F.W. Webb Company

152 Will Drive
Canton, Massachusetts 02021
Tel: 781.828.5559
Fax: 781.828.8060
Website: www.fwwebb.com

Company Profile:

With 22 years of sprinkler fabrication and distribution experience from a single branch in Stoughton, MA, F.W. Webb Company has executed a fire protection expansion plan by opening a 50,000 sq. ft. state-of-the-art fabrication plant in Canton, MA and simultaneously added fire protection inventories throughout New England and Upstate New York. Additionally, we've invested in dedicated sprinkler salespeople at these locations, namely, Cranston, RI; Hartford, CT; Albany, NY; Williston, VT and Portland, ME. Our mission is to grow our business by constantly and consistently improving customer service, providing high quality products at a fair price, and investing in new technology that provides sustainable value to our customers.

Wheatland Tube Company

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

Founded:

1877

Primary Products/Services:

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

Market Area:

Nationwide

Hours of Operation:

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

Management:

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

Sales Contact:

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

Company Profile: Wheatland Tube manufactures

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

- 100% Steel
- Made in USA
- Hot-dipped galvanized to prevent dross and ensure a smooth ID finish
- Exclusively double-sealed and packaged for shipping

Wilkins, a Zurn Company

1747 Commerce Way
Paso Robles, California 93446
Tel: 805.238.7100
Fax: 805.238.5766
Website: www.zurn.com

Founded:

1906

Primary Products/Services:

Valves for Fire Suppression Systems

Market Area:

Worldwide

Hours of Operation:

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

Management:

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

Sales Contact:

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

Company Profile:

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

MEMBERS SAVE UP TO 20% OFF* STANDARD PRICING



The **NFSA G&K Uniform Services discount** provides branded identity uniforms and facility products and services for rent and purchase to various industries including automotive, warehousing, distribution, transportation, manufacturing and more.

- Free assessment, cost comparison and set-up for new customers
- 20% discount off standard pricing*
- Direct purchase discount of 5% off catalog prices

MORE DETAILS: www.ememberbenefits.com/NFSA

*20% discounts are for new G&K customers. Existing G&K customers may be eligible for discounts upon expiration of their current agreement term.



International Fire Sprinkler Association Governing Members

Atkore/Flexhead Industries

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

Job GmbH

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

Tyco Fire & Security

Security House.The Summit
Handworth Road–Sunbury.on.Thames,
Middlesex England TW16 5DB
Tel: +44 (0)1932 743 478
Contact: Martin Harvey

Duyar Vana Makina A.S.

Ugur Mumcu Mah. 2347 Sk. No:7
34265 Sultangazi / Istanbul, Turkey
Tel: +90 212.444.8262
Contact: Hussein Gumrucku

Lubrizol Advanced Materials

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

Tyco Fire Protection Products

1467 Elmwood Ave. Cranston, RI 02910 USA
Tel: +1 401.781.8220
Contact: Rekha Agrawal

FM Approvals

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

Minimax GMBH

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

Underwriters Laboratories LLC

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

General Air Products, Inc.

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

Potter Electric Signal Company

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

Victaulic

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

Globe Fire Sprinkler Corporation

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

Reliable Automatic Sprinkler Company

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

Viking Group

Zone Industrielle Haneboesch
Differdange, L.4562 Luxembourg
Tel: +352 58 37371
Contact: Nicholas Groos

MEMBER DISCOUNT PROGRAMS



The NFSA G&K Uniform Services discount provides branded identity uniforms and facility products and services for rent and purchase to various industries including automotive, warehousing, distribution, transportation, manufacturing and more.

- Free assessment, cost comparison and set-up for new customers
- 20% discount off standard pricing
- Direct purchase discount of 5% off catalog prices



The 20% NFSA Member Wyndham Hotel discount was created to help hard-working, dedicated veterans like you save on hotel accommodations around the world. With over 7,600 properties and 14 different brands, Wyndham Hotel Group is sure to have the perfect hotel for you... and at the perfect price!

- Members save up to 20% year round
- Includes 14 Wyndham Hotel Brands
- Members eligible for Wyndham Rewards Points



The NFSA Careington Dental discount plan provides health and wellness solutions designed to complement traditional health insurance and provide significant savings for under-insured or uninsured individuals.

- Members save 30% off the monthly subscription rate
- Save up to 60% on most dental procedures
- Up to 20% savings on orthodontics including braces and retainers for children and adults



The NFSA health insurance program offers affordable, full-service group and individual health insurance solutions.

- The right solution at the right price
- Individual and family insurance support
- National carriers in all 50 states
- Special pricing for individual and group programs.

FOR MORE DETAILS PLEASE VISIT: [EMEMBERBENEFITS.COM/NFSA](https://ememberbenefits.com/nfsa)

NFSA PROFESSIONAL MEMBERS GUIDE

INDIVIDUALS

Curtis Andes
Ronald, Washington

David Arvan
Springfield, Ohio

Vincent Atora
Wading River, New York

James Birchfield
Bentonville, Arkansas

Tom Christman
Knoxville, Tennessee

Kathryn Cifa
Ashburn, Virginia

Erin Clayton
Elizabeth, Colorado

Robert Cummings
Bow, New Hampshire

John Farabee
Hollywood, Florida

Brandon Friel
Denver, Colorado

Thomas Gemmer
Fishersville, Kentucky

James Golinveaux
Winter Garden, Florida

Ahmed Himdi
Drexel Hill, Pennsylvania

Christian Klein
San Antonio, Texas

Dewitt Langford
Canton, Mississippi

Peter Neilio
Tampa, Florida

Isak Ognjen
Glenview, Illinois

Charles Ortiz
Deltona, Florida

Kacee Paige
Ledyard, Connecticut

Luis Rodolfo
Calexico, California

Danette Parker
Lubbock, Texas

Melissa Rodriguez
Minneapolis, Minnesota

Jeffrey Smith
Babylon, New York

Angela Sosnosky
Poland, Ohio

Augusta Thomas
Millville, Delaware

David Urenda
Castle Rock, Colorado

BUSINESSES

ABG Contracting
315 White Avenue
Cove City, NC 28523
Tel: 252.649.6774
Contact: William Jones

AR Sanchez & Associates
PO Box 194423
San Juan, Puerto Rico 00919
Tel: 787.765.7204
FAX: 787.281.6963
Contact: Alex Sanchez, Engineer
Email: alex@arsanchez.com

**Academy of Fire Sprinkler
Technology, Inc.**
301 N Neil St. Ste. 423
Champaign, IL 61820
Tel: 217.607.0325
Contact: Cecil Bilbo

Accent Fire Engineering International, Ltd.
PO Box 16175
Santa Fe, NM 87592
Tel: 800.503.1961
FAX: 505.474.4184
Email: accentfire@aol.com
Contact: Jerry D. Watts, S.F.P.E., President
Services: Licensed fire protection engineers (AZ, CA, CO, NM, NV, NY, MD, TX); Certified inspectors/investigators (C.F.I.); Plans review and design.

Accord Solutions Group
233 SW Greenwich Dr. #145
Lee's Summit, MI 64082
Tel: 913.735.0373
Contact: Brandon Folse

Acorn FP
1531 Acorn Way
Monument, CO, 80132
Tel: 719.373.5422
Contact: Glenn Mori

Advanced Fire Protection Design
10211 Greenfield Circle
Parker, CO 80134
Tel: 720.440.2637
Contact: Brian Houser, Owner

AEI Corporation
8197 W. Brandon Dr.
Littleton, CO 80125
Tel: 303.339.3240
FAX: 303.756.2911
Contact: Charlie Sullivan
Website: www.aeiengineers.com

AES FPS LLC

29009 188th Ave SE
Kent, WA 98042
Tel: 253.630.5321
Contact: JD Harpole, III

Allianz Risk Consulting, LLC

PO Box 3331
Iowa City, IA 52244
Tel: 319.354.9800
FAX: 319.354.1010
Contact: Traci Huffman
Email: traceh67@mchsi.com

Altieri Sebor Wieber Consulting Engineers

31 Knight St.
Norwalk, CT 06851
Tel: 203.866.5538
Website: www.altieriseborwieber.com
Contact: David Lussier, Engineer
Email: dlussier@altierisw.com
Products/Services: Building systems, mechanical engineering, including basic and state of the art fire detection and fire protection for a variety of projects including museums, performing arts centers, residential projects with specific climate control requirements, various collegiate applications (academic, administrative and performance applications) etc.

Alvine Engineering

1102 Douglas Street
Omaha, NE 68102
Tel: 402.346.7007
FAX: 402.346.9576
Website: www.alvine.com
Contact: Nicholas Bernard
Email: nbernard@alvine.com

Aon Fire Protection

Engineering
4 Overlook Pt
Lincolnshire, IL 60069
Tel: 847.953.7728
Fax (Chicago): 847.953.7793

Fax: (Corporate): 847.953.7756

Contact: Daniel O'Connor P.E.

Website: www.AonFPE.com

Services: Fire Protection Engineering, Fire Sprinkler and Alarm Design Services, Code Consulting, Life Safety Evaluations, High Piled Storage Analysis, Mass Notification System Design, Smoke Modeling.

Applied Fire Protection Services

14401 Sweitzer Lane Ste. 40
Laurel, MD 20707
Tel: 301.595.5558
FAX: 301.595.5444
Website: www.afpengineering.net
Contact: Michael Pleszkoch, Jr., V.P.
Services: Applied Fire Protection Engineering provides the complete range of fire protection design, consulting and inspection services. See our website: www.afpengineering.net.

Aquatech, Inc.

680 Heacock Rd. Ste. 204A
Yardley, PA 19067
Tel: 215.783.5510
FAX: 215.790.0404
Contact: Rocco Dillio
Email: rdillio@aq2000.com

Associates Engineering Systems LLC

5445 Wakefield Ave.
Mount Pleasant, WI 53406
Tel: 262.898.9160
Website: www.associatesengineering.com
Contact: Mark E. Miller, P.E., President
Services: Consulting and design of fire protection systems. Please see website for details.

As-Tech Industries, Inc

728 Moonraker Ct.
Galloway, NJ 08205
Tel: 609.442.3372
Contact: Greg Loomer, President

Astor Park Designs

2188 Masters St.
Beloit, WI 53511
Tel: 920.883.1047
Contact: Samuel Nelson

Automatic Fire Suppression Design

4622 Cleveland Ave
St. Louis, MO 63110
Contact: William Woodward, Designer

B&S Engineering

6825 E Latham St.
Scottsdale, AZ 85257
Tel: 623.694.3663
Contact: Travis Steele

BCE Engineers, Inc

6021 12th Street E. Ste. 200
Fife, WA 98424
Tel: 253.922.0446
FAX: 253.922.0896
Contact: Fred Blanchard

BCER Engineering, Inc.

5420 Ward Rd.
Arvada, CO 80002
Tel: 303.422.7400
Contact: Stephen Rondinelli

BMT Engineering, P.C.

333 West Main Street
Boonton, NJ 07005
Tel: 973.331.5121
FAX: 973.331.0544
Contact: Thomas Bravante, P.E., President
Services: Full service fire protection engineering firm.

BRG Fire Sprinkler Design

12650 Blosser Road
North Lima, OH 44452
Tel: 330.207.4312
Contact: Benjamin Pahanish

Bechtel

Carrera 17A No.173-25
Casa 9 Interior 2
Bogota, Cundinamarca 110141
Tel: 57 317.893.1409
Contact: Alvaro Pena

Benchmark Group, Inc.

1805 N 2nd St.
Rogers, AR 72756
Tel: 479.986.1230
Contact: Orrin Marcano

Briggs & Stratton

4231 S Griffin Ave.
Milwaukee, WI 53207
Tel: 414.256.5170
Contact: George Borowski

Builder's Book, Inc.

8001 Canoga Ave.
Canoga Park, CA 91304
Tel: 818.887.7828
Contact: Oussa Awad

Burns & McDonnell

8201 Norman Center Dr. Ste. 300
Bloomington, MN 55437
Tel: 612.781.3827
Contact: Paul Watercott

Calico-Sterling Company

1015 Acacia Ln.
Davis, CA 95616
Tel: 530.219.1960
Contact: William Greene
Email: billgreene@calico-sterling.com
Products/Services: Fire Protection Consultant

Carlson Design

55 Red Stone Dr.
Weatogue, CT 06089
Tel: 860.651.0622
FAX: 860.651.1221
Contact: Leslie Carlson

CDM Smith

125 S Wacker Dr. Ste 700
Chicago, IL 60606
Tel: 312.346.5000
Contact: April Ricketts, Owner

Centerline Design, LLC

6361 W 800 N
McCordsville, IN 46055
Tel: 317.410.2200
Contact: Patrick Murray, Owner
Email: pmurray@centerlinedesignllc.com

Certified Design Systems, Inc.

14609 S Woods Landing Ct.
Draper, UT 84020
Tel: 801.878.9008
FAX: 801.878.9008
Contact: Jeff Johnson, President

Charles G. Michel Engineering PC

470 Mamaroneck Ave. Ste. 411
White Plains, NY 10605
Tel: 914.949.5112
FAX: 914.949.5116
Contact: Charles Michel
Email: cmichel@cgmengineering.com

Chase Fire Products, Inc.

1046 47th Ave.
Long Island City, NY 11101
Tel: 718.383.8000
Contact: Anson David

Cinnco, Inc.

621 E Grand Ave.
Fruita, CO 81521
Tel: 970.261.0660
Contact: Gary Curtis
Email: gcurtis@cinnco.com

City of Rochester Hills

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
Tel: 248.841.2434
FAX: 248.656.4623
Contact: Ken Nightlinger Mechanical & Plumbing Inspector



Climatec

2851 W Kathleen Rd.
Phoenix, AZ 85053
Tel: 480.440.6932
Website: www.climatec.com
Contact: Scott Patterson

Code Consultants, Inc.

2043 Woodland Pkwy, Ste. 300
St. Louis, MO 63146
Tel: 314.991.2633
FAX: 314.991.4614
Website: www.codeconsultants.com
Contact: Will Smith, FPE
Services: Internationally recognized fire protection and life safety consulting firm, providing a diverse range of crucial fire protection and life safety consultation and design services.

Codes-Based Solutions, LLC

1224-B Columbia Ave. Ste. 110
Franklin, TN 37064
Phone 615.804.1349
Website: www.codesbasedsolutions.com
Email: rtrotter@codesbasedsolutions.com
Contact: Robert Trotter, Owner, Sr. Fire Protection Consultant
Services: Codes-Based Solutions, LLC. —an independent consulting firm specializing in a broad range of fire protection, life safety, and codes-based consulting services, locally and nationally. The firm provides codes-based solutions for the built environment and our expertise ranges from homes to high-rise.

Coffman Engineering

2011 N 22nd Ave. Ste. 4
Bozeman, MT 59718
Tel: 406.582.1936
Website: www.coffman.com
Contact: Mark Gouveia, Engineer

Collado Engineering PC

2 Holland Ave.
White Plains, NY 10603
Tel: 914.332.7658
FAX: 914.332.7659
Website: www.collado-eng.com
Email: info@collado-eng.com
Contact: Albert Collado, P.E.
Services: Consulting Engineering

Con Edison

1610 Matthews Ave
Bronx, NY 10462
Tel: 917.939.3646
Contact: Sean Sweeney

Consolidated Utility District

PO Box 249
Murfreesboro, TN 37133
Tel: 615.867.7302
FAX: 615.893.4913
Website: www.cudrc.com

Consulting Engineering Services, Inc.

811 Middle St.
Middletown, CT 06457
Tel: 860.632.1682
FAX: 860.682.1768
Contact: Delbert Smith, Jr. Principal

Crane Engineering

2355 Polaris Ln N
Ste. 120
Plymouth, MN 55447
Tel: 763.557.9090
FAX: 763.557.0710
Contact: Scott Nesvold, Metallurgical Engineer

DFPS, Inc.

5270 Princeton Rd.
Liberty Twp, OH 45011
Tel: 513.887.0016
Contact: Ralph Davidson

Daniel Building Investigations, Inc.

1246 Abbey Oaks Dr.
Lemont, IL 60439
Tel: 630.803.2071
FAX: 331.318.8956
Website: www.danielbi.com
Contact: James Daniel

Dave Watson Associates

1325 W Beecher Rd.
Adrian, MI 49221
Tel: 517.263.8988
FAX: 517.263.2328
Contact: Dave Watson

Design Line

7910 171st Ln. NW
Ramsey, MN 55303
Tel: 763.274.0768
Contact: Bruce Thomas

Design Line Fire Protection, Inc.

7910 171st Lane NW
Ramsey, MN 55303-5597
Tel: 763.274.0768
Email: dsgline@aol.com
Contact: Bruce Thomas, Owner
Products/Services: Full design services

Donald Mayo-Fire Protection Consultant, Inc.

150 Grove Cir
Pleasant Hill, CA 94523
Tel: 925.933.6299
FAX: 925.933.6288
Website: www.donaldmayo.com
Contact: Donald Mayo, President
Services: Code consulting, fire detection & suppression systems specifications, risk and hazard assessment, plan review for code and standards compliance, property inspections and life safety analysis.

Draw 4 Me Fire Systems

4045 Almendro Ct.
Modesto, CA 95356
Tel: 209.543.6190
FAX: 866.927.3129
Contact: Aaron Juarez



Dyne Technologies LLC

2357 Ventura Drive Ste. 108
Woodbury, MN 55125-1944
Tel: 651.917.0644
FAX: 651.917.0646
Website: www.dyneusa.com
Email: julie@dyneusa.com
Contact Name Julie Bunch, Customer Service Manager
Products or Services
Dyne Technologies, LLC is an independent ISO 9001 certified testing laboratory serving customers throughout the world. Our services make it easy for you to be in compliance with critical fire protection and safety codes and

regulations. Dyne offers top of the line testing service for fire sprinkler heads, antifreeze solution used in sprinkler systems and fire-fighting foam providing: *Guaranteed 5 business day turn-around with rush service (24 or 36 hour) available *Reports provided electronically and/or mailed with laminated system or tank tags *Free annual reminders *Free test kits and shipping costs covered by Dyne (within the continental United States) for most types of testing *Access to our staff chemists for questions you may have. Contact Dyne Technologies today to get more information or to request a test kit.

e2m Consulting Engineering

2867 Stanton Ave.
Cincinnati, OH 45206
Tel: 513.961.7200
Contact: Lawrence Ayer



EBL Fire Engineering-Div. of EBL Engineers

8005 Harford Rd.
Baltimore, MD 21234
Tel: 410.668.8000
FAX: 410.668.8001
Contact: Jeffrey Paul McBride
Email: jmcbride@eblengineers.com
Products/Services: EBL's fire protection division includes licensed fire protection engineers specifically trained in risk analysis, hazard assessment and the design of fire protection and detection systems.

ESDC, Inc.

624 S Boston Ave. Ste. 600
Tulsa, OK 74119
Tel: 918.949.3670
Website: www.esdcengineering.com
Contact: Lloyd Herndon

Eaton-Provident Group

3333 N Hayden Rd.
Scottsdale, AZ 85251
Tel: 480.385.7371
Contact: Adam Dzwonkoski

Elite Sprinkler Design & Consulting, Inc.

2361 Niles Cortland Rd. NE
Cortland, OH 44410
Tel: 330.638.5050
FAX: 330.638.5332
Contact: Michael Eddy
Email: mike@elitesprinklerdesign.com

Engineered Design Group

31 Nathan Hale Pl.
Freehold, NJ 07728
Tel: 732.761.0108
FAX: 732.761.0109
Contact: Paul Schwartz



Engineered Fire Systems, Inc.

11832 Tammy Way
Grass Valley, CA 95949
Tel: 530.274.9400
Fax: 530.274.9488
Website: www.engineeredfiresystems.com
Email: eprice@efs1.com
Contact: Eric Price, SET, President Products/
Service: Fire sprinkler system shop drawings, calculations and material lists.

Engineering Dynamics Corp.

900 Eha St. Ste. 201
Wailuku, HI 96793
Tel: 808.242.1644
FAX: 808.242.0838
Contact: Douglas Gomes, P.E.

Engineering Systems, Inc.

6230 Regency Pkwy
Norcross, GA 30071
Tel: 678.990.3280
Contact: Michael Hayes

Exponent Failure Analysis Associates

9 Strathmore Rd.
Natick, MA 01760
Tel: 508.652.8500
FAX: 508.652.8599
Website: www.exponent.com
Contact: Andrew Ellison, Managing Engineer

Exponent, Inc.

17000 Science Dr. Ste. 200
Bowie, MD 20715
Tel: 301.291.2501
FAX: 301.291.2599
Contact: Richard Long, Jr., Principal Engineer & Office Director
Website: www.exponent.com/fire_protection_engineering
Services: Provide engineering failure analysis and forensic fire protection engineering services for subrogation and litigation purposes. Also, perform traditional fire/life safety evaluations/analyses.

Fire Design, Inc.

184 Comfort Pl.
Burnsville, NC 28714
Tel: 828.284.4772
Website: www.fire-design.com
Contact: Cliff Whitfield, President
Email: cliff@fire-design.com
Products/Services: Established in late 2002, we provide fire sprinkler shop/submittal drawings prepared in 3D format using AutoSPRINK. Our team is comprised of NICET III & IV certified designers that have worked on projects of all sizes and complexities. We have specialized in 3D coordinated projects for the past seven years.

Fire Protection Design Consultant

2294 Georgetown Cir.
Aurora, IL 60503
Tel: 630.638.0265
Contact: Joseph M. Henk, Fire Sprinkler Designer

Fire Protection Design, Inc.

14 Denver Dr.
New City, NY 10956
Tel: 845.634.2133
Fax: 845.623.1533
Contact: Michael Koutsoftas



Fire Safety Consultants, Inc.

599 Cardinal Cove Ct.
Elgin, IL 60124
Tel: 847.609.7785
Website: www.firesafetyfsci.com
Contact: Jimbo Schifiliti, COB
Email: jimbo@firesafetyfsci.com
Products/Services: Building, Fire and Life Safety Code Consultants



The Fire Solutions Group, LLC

6 Ferndale Road
Seven Valleys, PA 17360
Tel: 312.351.5919
Contact: James Lynch
Website: www.firesolutionsgroup.com
Email: jlynch@firesolutionsgroup.com

Founded: 2014

Market Area: North America

Hours of Operation: 8:00 a.m.-5 p.m. M-F (24/7 emergency contact)

Management:

James Lynch, Managing Partner

Justin Clift, Managing Partner

Sales Contact: James Lynch

Services:

The Fire Solutions Group (FSG) is focused on providing the expertise, training, and equipment to suit your fire hazard needs. Regardless of the

size or type of business operation, FSG has the manpower, experience, and access to state of the art fire protection equipment to assist you.

The Fire Solutions Group specializes in fire testing, training, and emergency response. In addition to the experience gained from having boots on the ground during large industrial fires, FSG has the engineering and testing to back their procedures, training, and products. FSG offers the following services;

Fire Protection Engineering
Process Safety
Risk Management
Emergency Response
Fire Research and Testing

Fire Systems Enterprise, Inc.

PO Box 12573
Albany, NY 12212
Tel: 518.381.6026
FAX: 518.381.6026
Contact: Richard Fifield
Email: rfifield@nycap.rr.com
Products/Services: FP Design shop drawings, NICET level IV. Personally, over 40 years experience while the corporation has over 30!

Fire-Ex Systems Engineering, Inc.

3500 Stewart Ave.
Wausau, WI 54401
Tel: 715.359.5684
Website: www.firexsys.com
Contact: Russ Slaby
Email: russ@firexsys.com
Services:

What We Do:

On time, coordinated 3D design from plan or on site survey anywhere in the world. Hydraulic calculation and/or analysis of new or existing systems for purposes of new design approval, occupancy changes or system evaluation. Production of detailed and pre-coordinated shop drawings for submittal to AHJ for approval, pre-fabrication and installation. AS-built drawings can be provided if desired as part of the order. Composite listing of all materials required to fabricate and install the system. In addition, we can provide a list of piping to be pre-fabricated and group by line and main designation. Pre-construction planning and preliminary drawing preparation. This can include help in developing budgets for the purpose of submitting project AFEs. Our company provides real world application and design intended for the prefabrication and finally installation by others.

While we do not offer installation, we do provide completed design with stock lists and shop drawings that can be issued for true "apples to apples" bid results. You can be in control of your installation and know that every installer was bidding from plans and specs indicating material and an installation you have already approved.

FireSmart Building Technology, LLC

129 Brody Rd.
Chapin, SC 29036
Tel: 617.293.5340
Fax: 617.293.5340
Contact: Peter Barbadoro, Engineer



Florida Fire Protection Consultants, Inc.

4330 Raggedy Point Road
Fleming Island, FL 32003
Tel: 904.579.1335
Website: www.ffire.com
Email: jduke@ffire.com
Contact: Jim Duke, President
Services: Fire protection design, coordination and consultation for industrial, commercial and residential occupancies. Let our design team help you be successful on your next project.

FOGG Fire Protection Consulting

1961 W Kentucky Ave.
Denver, CO 80223
Tel: 303.934.7765
Contact: Marvin Heath, Principal

Forensic Services Group

5154 E 65th St.
Indianapolis, IN 46220
Tel: 317.577.0477
Contact: David Zedonis
Email: dzedonis@forensicsg.com

Fortier Engineering

5889 Forbes Ave. Ste. 330
Pittsburgh, PA 15217
Tel: 412.521.1880
Website: www.fortierengineering.com
Contact: Daniel Fortier, Principal
Email: dfortier@fortierengineering.com
Services: Fire Suppression systems design, HVAC & Plumbing systems design, Energy Modeling, Commissioning & LEED consulting.

FP Engineering

2614 Canterbury Cir.
Rockledge, FL 32955
Tel: 239.560.1401
Email: fpengineering@cfl.rr.com
Products/Services: FLORIDA CONTRACTORS: Fire Sprinkler Systems review and certification by a qualified FP Engineer, for conformance with Florida's FAC 61G15.

FPS Ingenieria S.C.

PO Box 2812
Calexico, CA 92232
Tel: 686.841.0300
Contact: Frank Guzman Hernandez



Furman Insurance Agency

1314 E. Atlantic Blvd.
Pompano Beach, FL 33060-6745
Tel: 800.344.1838
Website: www.furmaninsurance.com
Email: carlos@furmaninsurance.com
Contact: Carlos Chinchilla, Sr. Executive VP
Products/Services: General liability, professional liability, workers' compensation, auto, excess liability, bonds

G. Tim Stone Consulting, LLC

117 Old Stage Rd.
Essex Junction, VT 05452
Tel: 802.434.2968
Contact: Tim Stone

Gagnon Engineering

2660 Daisy Rd.
Woodbine, MD 21797
Tel: 301.461.6949
Fax: 401.489.0140
Contact: Robert Gagnon

Global Fire Suppression & Mechanical Products LLC

10634 Grand Riviere Dr.
Tampa, FL 33647
Tel: 813.760.3860
Contact: George Benitez

GoCAD, LLC

3168 Willow Springs Cir.
Venice, FL 34293
Tel: 941.244.0252
FAX: 888.234.4150
Contact: Gus Olson

GSM Fire Design

6101 Chickaloon Dr.
McHenry, IL 60050
Tel: 815.791.9100
Website: www.gsmfdinc.com
Contact: Gene Melnytschuk
Email: gene@gsmfdinc.com

Great Plains Fire Specialists, Inc.

17936 Webster Blvd.
Plattsmouth, NE 68048
Tel: 402.660.8167
Contact: Jeremy Hadfield

Greater Naples Fire District

2700 N Horseshoe Dr.
Naples, FL 34104
Tel: 239.340.6569
Contact: Shar Hingson

Guardian, LLC

809 N Broadway St.
New Philadelphia, OH 44663
Tel: 973.634.7360
Contact: Greg Shaw

HCC & Associates, Inc.

PO Box 8085
West Grove, PA 19390
Tel: 302.369.6901
Website: www.hccassoc.com
Contact: Hal Cohen

Hakenwerth Fire Sprinkler Design

359 Shockdrake Ct.
Wentzville, MO 63385
Tel: 636.332.9578
FAX: 636.327.8750
Email: hfsdesign@centuryPhone.net
Contact: Tony Hakenwerth, Owner
Services: Fire sprinkler system design.

Hampton Fire Design, LLC

4950 NW 55th Ct.
Tamarac, FL 33319
Tel: 954.994.6692
Contact: Jim Hampton

Harrington Group, Inc.

2400 Meadowbrook Pkwy Ste. 250
Duluth, GA 30096
Tel: 770.564.3505
FAX: 770.564.3509
Website: www.hgi-fire.com
Contact: Diane Stone
Email: dstone@hgi-fire.com
Products/Services: Harrington Group, Inc. is an engineering design and consulting firm with offices in metro Atlanta, Georgia and Charlotte, North Carolina. Our firm specializes in Fire Protection Engineering, Forensic Engineering and Property Loss Control Consulting. Established in 1986, the firm has grown to become one of the largest and most experienced practices headquartered in the southeast region dedicated to these fire protection engineering specialties.

Design & Consulting:

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

Hawk Fire Protection & Design, LLC

177 Jupiter Trail
Weatherford, TX 76088
Tel: 817.594.4454
FAX: 817.594.9775
Contact: Mark Davis
Email: hawkfire@uwmail.com

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

Henderson Engineers, Inc.

8345 Lenexa Dr. Ste. 300
Lenexa, KS 66214
Tel: 913.742.5539
Contact: Mike Phillips

Hixson

4961 Shirley Pl.
Cincinnati, OH 45238
Tel: 513.241.1230
Website: www.hixson-inc.com
Contact: Mike Rahe

Honda North America

227 Rutherford Ave.
Delaware, OH 43015
Tel: 937.644.7882
Contact: Brian Zyskowski

Horizon Engineering & Fire Protection, Inc.

14725 Balgowan Rd. #205
Miami Lakes, FL 33016
Tel: 305.494.0994
FAX: 305.494.8111
Contact: Juan Fajet, P.E.

Hydro Fire Services

PO Box 130357
Tampa, FL 33681
Tel: 813.442.6776
Contact: Charles Ben Toney

HYT Corporation

3498 Clayton Rd. Ste 101
Concord, CA 94519
Tel: 925.681.2731 x12
FAX: 925.681.2733
Contact: Bret Tresidder

Icon Fire Systems Design

92-324 Pueonani Pl.
Kapolei, HI 96707
Tel: 808.672.7214
FAX: 808.672.7214
Thomas Burtness, Owner

IFSC

6820 Green Hollow Way
Highland, MD 20777
Tel: 301.490.7803
FAX: 301.490.5607
Contact: Jaime Moncada
Email: jam@ifsc.us

Interface Engineering

100 SW Main St. Ste. 1600
Portland, OR 97204
Tel: 503.382.2266
FAX: 503.382.2262
Contact: Kathleen Roach, CFPS
Email: kathleenr@interfaceengineering.com

JEM Design Group, LLC

490 W Rolling Meadows Dr. Ste. C
Fond Du Lac, WI 54937
Tel: 920.238.9380
Contact: James Michels

Jason M. Scates, PE

1805 N 2nd St. Ste. 5274
Rogers, AR 72756
Tel: 479.631.5274
Contact: Jason Scates

Jensen Hughes

600 W Fulton St. Ste. 500
Chicago, IL 60661
Tel: 312.879.7200
Website: www.jensenhughes.com
Contact: Craig Studer, V.P.

JS Consulting

Blanchard, OK 73010
Tel: 405.476.4737
Contact: Jairo Soto

JW Fire Sprinkler Design

5 Mezabish Pl. Unit 201
Monroe, NY 10950
Tel: 845.234.4599
Contact: Joel Werzberger

Kerr-Greulich Engineers, Inc.

1534 Ormsby Station Ct.
Louisville, KY 40223
Tel: 502.426.9457
FAX: 502.426.2945
Contact: D. Scott Setliffe
Email: info@kerr-greulich.com

Keyes Life Safety Compliance

6725 Shirland Rd.
Rockton, IL 61072
Tel: 815.629.2240
Website: www.keyeslifesafety.com
Contact: Brad Keyes, Owner

King Sprinkler Design

95 Wilson Ln.
Tornado, WV 25202
Tel: 304.546.5443
Contact: Dwayne King, President

Kohler Ronan Engineers

93 Lake Ave.
Danbury, CT 06810
Tel: 203.778.1017
FAX: 203.778.1018
Contact: Kevin Czarnecki



L&M Fire Protection Systems, Inc.

9145 SW 40th St. #1B
Miami, FL 33165-5371
Tel: 305.970.5868
Website: www.lm-fire.com
Email: info@lm-fire.com
Contact: Luis Bernal
Products/Service: Fire Protection Design & Consulting

LaBella Associates, DPC

105 N Tioga St. Ste. 200
Ithaca, NY 14850
Tel: 607.533.4009
Contact: John Hewitt
Senior Mechanical Engineer

Lanary Design Group

6010 W 108th Ave.
Westminster, CO 80020
Tel: 307.630.4321
Contact: Mary Pilbin

Lund Fire Protection, Inc.

PO Box 459
Norwalk, IA 50211
Tel: 515.981.0912
FAX: 515.981.0913
Contact: Jonathan Lund

Lynden Door, Inc.

2077 Main St.
Lynden, WA 98264
Tel: 360.354.5676
Contact: Steve Berkompas

M T & Fire Protection Consulting

23235 Interstate 30 S
Bryant, AR 72022
Tel: 501.847.4500
FAX: 501.847.4501
Website: www.mtafire.com
Contact: Kent Stewart, Max Trummel

M/E Engineering, P.C.

433 State St. Ste. 410
Schnectady, NY 12305
Tel: 518.533.2171
FAX: 518.533.2177
Website: www.meengineering.com
Contact: Beth Ann Bilger, Project Designer

Malek & Associates Consultants, Inc.

3560 S Iowa Ave.
St. Francis, WI 53235
Tel: 414.483.0100
FAX: 414.483.1211
Contact: David Malek, President

MCE International, Inc.

1360 S Beretania St. Ste. 400
Honolulu, HI 96814
Tel: 808.941.0955
Contact: Paul Choi

Mechanical Designs, Ltd.

67 Chouteau Ave.
Framingham, MA 01701
Tel: 508.653.5452
FAX: 508.655.1318
Contact: Maurice Pilette

MEP Associates, Inc.

2720 Arbor Ct. Ste. A
Eau Claire, WI 54701
Tel: 715.832.5680
FAX: 715.832.5668
Contact: Timothy Coach

MEP Engineering, PC

65 Nassau Ave.
Islip, NY 11751
Tel: 631.587.1999
Contact: Julio Castro

Merck & Company, Inc.

PO Box 4
West Point, PA 19486
Tel: 215.652.6636
Contact: Jameson Wendell

Meyers + Engineers

98 Battery St. Ste. 502
San Francisco, CA 94111
Tel: 415.432.8125
Contact: Jindra Skala

MFP Design, LLC

2508 E Lodgepole Dr.
Gilbert, AZ 85298
Tel: 480.505.9271
FAX: 866.430.6107
Contact: Travis Mack

MG Fire Design, Inc.

19579 Progress Dr.
Strongsville, OH 44149
Tel: 440.878.9621
FAX: 440.878.3939
Contact: Mark G. Karr, President
Services: We provide fire protection design for commercial, industrial, residential, retrofit and limited area systems. We proudly design with MEPCAD's AutoSPRINK software.

MK Fire Protection & Supply, LLC

12749 Irelands Corner Rd.
Galena, MD 21635
Tel: 856.816.5711
Contact: Barbara Baccile

Michael Walters Fire Protection Design, LLC

8680 County Rd. 26
Jenera, OH 45841
Tel: 419.722.2719
Contact: Michael Walters, Owner
Email: mwfpd7@yahoo.com
Services: Fire Protection-sprinkler system design, stock listing and consulting.

Midwest Sprinkler Design

2801 Lincoln Ave. Ste B6
Evansville, IN 47714
Tel: 812.453.8648
FAX: 812.477.3366

Mile High Design Group, LLC

5151 Bannock St.
Denver, CO 80216
Tel: 303.291.1012
FAX: 303.383.5023
Contact: Timothy N. Trostel, Jr., SET-President
Services: Fire Sprinkler layout, design and consulting, all CAD design-3D design, NAVIS coordination, Hazen-Williams, Darcy-Weisbach formula calcs, stock listing, plan reviews.

MJR/Senter P.C.

PO Box 10405
Birmingham, AL 35202
Tel: 205.214.3860
FAX: 205.214.3864
Website: www.mjr-senter.com
Contact: Mike Reddington, Principal
Services: Fire protection design and consulting firm. Staffed by registered engineers, we provide consultation, design and systems commissioning for fire protection projects.

National Fire Control

2427 W Lake Hazel Rd.
Meridian, ID 83642
Tel: 208.284.5339
FAX: 866.807.5083
Email: nationalfire@overarch.com
Contact: Nick Anderson
Services: Fire sprinkler design, NICET Level IV.

Neptune Fire Protection Engineering

60 Ocean Blvd. Ste. 6
Atlantic Beach, FL 32233
Tel: 904.652.4200
FAX: 904.212.0868
Contact: Stephen Kowkabany, Owner
Services: Design of fire sprinkler systems, fire alarm systems, site fire protection, smoke control systems, passive fire protection systems, life safety and special hazard systems.

NFPA

1 Battery March Pk.
Quincy, MA 02169
Tel: 617.984.7458
FAX: 617.984.7110
Contact: Christian Dubay, V.P. Codes & Standards

Northeast Fire Systems

140 Union St.
Vernon, CT, 06066
Tel: 860.894.7447
FAX: 860.896.7448
Contact: William Cieslak

Northwest Sprinkler Designs

3950 Palisades Park Dr.
Billings, MT 59102
Tel: 406.534.6726
FAX: 406.534.6727
Contact: Bryan Kendrick

Northwest Sprinkler Designs, LLC

18207 E. 10th Ave.
Spokane Valley, WA 99016
Tel: 509.924.0520
FAX: 509.924.5348
Contact: Rene Gordon

Paragon Fire Sprinkler Design

12403 SE 25th Pl.
Bellevue, WA 98005
Tel: 206.786.3645
FAX: 425.643.0160
Contact: David Farahani, Owner

Park Engineering LLC

10429 Dandridge Dr.
St. Louis, MO 63123
Tel: 314.330.4115
Contact: Robert Park

Pehrson Fire

7455 France Ave. S #271
Edina, MN 55435
Tel: 612.590.5044
Contact: Rich Pehrson

Peter Thomas Consulting, Inc.

137 Finch Ln.
Saunderstown, RI 02874
Tel: 401.601.6699
Contact: Peter Thomas

Peterson-Bernard

1550 Southern Blvd. #300
West Palm Beach, FL 33406
Tel: 561.686.5005
FAX: 561.471.5603
Contact: Eric Peterson



PGA Experts, Inc

101 Rue Marquette
St. Lambert de Lauzon Quebec,
Canada G0S2W0
Tel: 418.889.9662
FAX: 418.885.4514
Contact: Gilles Carrier
Email: g.carrier@videotron.ca
Products/Services: Fire Protection Consultant (sprinkler system, fire pumps, standpipe, special hazard)

Philip R. Sherman, P.E.

PO Box 216
Elkins, NH 03233
Tel: 603.526.6190
Contact: Philip R. Sherman P.E., Consulting Engineer
Email: psherman@prsherman.com
Services: Building code consulting and fire protection engineering.

Phiscon Enterprises, Inc.

213 S Davis Ave.
Audubon, NJ 08106
Tel: 856.310.9088
FAX: 856.310.0487
Contact: Philip Sconyo, P.E., President

Poole Fire Protection, Inc.

19910 W 161st St.
Olathe, KS 66062
Tel: 913.747.2050
FAX: 913.829.8690
Contact: Jack Poole, PE, FSFPE

Princeton University/Office of Design & Construction

131 MacMillan Bldg.
Princeton, NJ 08544
Tel: 609.258.6706
FAX: 609.258.2298
Contact: Robert Allen

Pro Fire Systems, LLC

181 High St
Nutley, NJ 07110
Tel: 973.338.3800
FAX: 973.338.6499
Website: www.profiresystems.com
Contact: Len Guancione, Owner
Email: lennyg@profiresystems.com
Services: All disciplines of fire protection engineering, including fire alarm systems and kitchen hood systems.

Professional Fire Protection Design

248 Wetherell St.
Manchester, CT 06040
Tel: 860.617.1515
Contact: Ronald Roark

Prosperous Law Group

3692 Katella Ave. Ste. B
Los Alamitos, CA 90720
Tel: 562.296.8750
Contact: David Tran

Pyralis Sprinkler Design

PO Box 3029
Bozeman, MT 59772
Tel: 406.577.8156
Contact: Eric Thomas

Quality Fire Design

609 N Britain Rd
Irving, Texas 75061-7609
817-371-8962
Glenn Gillan Owner
wendyqfd@hotmail.com
661 E Main St. #200-134
Midlothian, TX 76065
Tel: 817.371.8962
Contact: Glen Gillian, Owner

R.A. Kenz Company

275 Calvary Ln.
Naples, ID 83847
Tel: 208.267.9776
FAX: 208.267.6332
Contact: Robert Kenz, President

Ragoonan Fire Protection, Inc.

2231 NW 172nd Terrace
Miami Gardens, FL 33056
Tel: 786.285.4152
Contact: Afton Ragoonan

Ralph Gerdes Consultants

5510 S East St. Ste. E
Indianapolis, IN 46227
Tel: 317.787.3750
FAX: 317.787.3780
Contact: Ralph Gerdes, Owner

Reed Fire Protection, Inc.

1777 NE Loop 410 Ste. 600
San Antonio, TX 78217
Tel: 210.387.9510
Website: www.reedfire.com
Contact: Candace Chilton

Resistance Fire Protection

13315 Bardwall Lake Ct.
Houston, TX 77044
Tel: 832.435.5385
Contact: Eric Harrelson

Ring & DuChateau, Inc.

17400 W Capitol Dr.
Brookfield, WI 53045
Tel: 414.778.7440
Contact: Joseph LaMonte

RM Arsenault Engineering, Inc.

3706 Murray Harbour Rd.
Grandview, PEI C1A 4N1, Canada
Tel: 902.892.5232
Contact: Rick Arsenault, P.E.

Robert Derector Associates

19 W 44th St.
New York, NY 10036
Tel: 212.930.5134
Contact: Michael Lonigro



Robert W. Sullivan, Inc.

529 Main St. Ste. 203
Charlestown, MA 02129
Tel: 617.523.8227 x341
FAX: 617.523.8016
Contact: Edwin Kotak, Jr., Sr. Fire Prot. Des.
Email: eak@rwsullivan.com

Products/Services: R.W. Sullivan Engineering provides reliable engineering services throughout New England and beyond. We provide mechanical, electrical, plumbing, fire protection, building code consulting and commissioning services.

Rochester Regional Health

1555 Long Pond Rd.
Rochester, NY 14626
Tel: 585.723.7002
Contact: William Timmons

Rodkin Cardinale Consulting Engineers, PC

214 W 29th St. Floor 4
New York, NY 10001
Tel: 212.239.1892
FAX: 212.239.6412
Contact: Dominic Cardinale, PE

RSA Engineering, Inc.

670 W. Fireweed Ln. Ste 200
Anchorage, AK 99503
Tel: 907.276.0521
FAX: 907.276.1751
Contact: Mark Frischkorn

Rybak Engineering, Inc.

PO Box 709
Warren, MA 01083
Tel: 413.436.5000
FAX: 413.436.5563
website: www.rybak-fpc.com
Contact: Carl Koslowski, President

S.C. Johnson Wax

1525 Howe St. M/S337
Racine, WI 53403
Tel: 262.260.3802
FAX: 262.260.4554
Contact: Anthony Karwowski,
Staff Mechanical Engineer

S.S. Dannaway Associates, Inc.

501 Summer St. Ste 421
Honolulu, HI 96817
Tel: 808.526.9019
FAX: 808.537.5385
Website: www.ssdafire.com
Contact: Samuel Dannaway, PE-President
Services: Fire protection engineering services.

SSC Engineering

18207 Edison Ave.
Chesterfield, MI 63005
Tel: 636.530.7770
Contact: Joseph Meyer

Sevan Engineering

3903 Ocean View Blvd. Ste A
Montrose, CA 91020
Tel: 818.248.3366
FAX: 818.248.3365
Contact: Edick Moradkhanian, P.E.

Shaner Life Safety

PO Box 1073
Frisco, CO 80443
Tel: 970.409.9082
FAX: 970.797.1898
Website: www.shanerlifesafety.com
Contact: Deborah Shaner

Slicer & Associates

PO Box 1647
West Chatham, MA 02669
Tel: 508.945.5074
FAX: 866.395.6172
Contact: J. Sargent Slicer

Sornsini Fire Protection

PO Box 9922
 Fargo, ND 58109
Tel: 701.371.0643
Contact: David Sornsini

Sprinkler Design, LLC

PO Box 61
Saint James City, FL 33956
Tel: 301.788.4632
Contact: Tim Andrews

Sprinksys, Inc.

38W672 Greenview Ct.
St Charles, IL 60175
Tel: 773.370.5101
Website: www.sprinksys.com
Contact: Alex Andreescu

Stanton Engineering

1819 K St. Ste. 250
Sacramento, CA 95811
Tel: 916.288.6250
Contact: Greg Ledesma

Stewart Fire Protection, LLC

1419 S. Winter Rd.
Spokane Valley, WA 99212
Tel: 509.724.1914
Contact: Ronald Sawyer



Summit FP Tech Service

1168 W Gannon Dr.
Festus, MO 63028
Phone: 314.413.6790
Website: www.summitfptech.com
Email: edl@summitfptech.com
Contact: Ed Loeffelman, Owner
Services: Fire Sprinkler System Layout Services

Sunrise Design & Engineering, LLC

5860 N Canton Center Rd Ste 325
Canton, MI 48187
Tel: 734.709.9657
FAX: 734.404.5139
Contact: Imroz Singh

Superiorland Electronics, Inc.

1585 Aspen Dr.
Ishpeming, MI 49849
Tel: 906.786.3533
FAX: 906.485.4798

Sylvester Design Consultants

2976 Palmarie Dr.
Poland, OH 44514
Tel: 330.757.9259
FAX: 330.757.9259
Website: www.sylvesterdesign.com
Contact: John Sylvester, V.P.
Email: john@sylvesterdesign.com
Services: Fire Protection Design Services

TC Engineering Ltd.

1531 Eagle Mountain Dr.
Coquitlam, British Columbia V3E 2Z3
Tel: 604.475.7733
FAX: 604.475.7733
Contact: Tian Cai
Email: tcsprinkler@gmail.com

The Rock Brook Consulting Group

20 S. Middlesex Ave Ste. B
Monroe Township, NJ 08831
Tel: 732.438.1600
FAX: 609.642.6947
Contact: Karen Papsin, P.E.
Website: www.therockbrook.com

Thomas Design Services, Inc.

35 N. Franklin Ste 210
Valparaiso, IN 46383
Tel: 219.307.3293
Contact: Thomas Gesse

Thomas Polise Consulting Engineer, P.C.

133 W. 19th St. Floor 8
New York, NY 10011
Tel: 212.645.1002
FAX: 212.645.3905
Contact: William Polise

Thunderbird Engineering, Inc.

6000 Gisholt Dr. Ste 201
Monona, WI 53713
Tel: 608.223.9040
FAX: 608.223.9046
Website: www.thunderbirdengineering.com
Contact: James Mickowski, Principal

Tishman Construction Corp. of NY

32 Ivers Rd.
Allendale, NJ 07401
Tel: 201.852.8823
Contact: Vincent Fichera

TK Engineering Company

PO Box 1731
White House, TN 37188
Tel: 615.566.3614
FAX: 615.672.1494
Contact: Steve Escue
Services: Sprinkler system design intent documents for AHJ approval, sprinkler system shop drawings.

Tomlin & Company, Inc.

4500 Ft. Jackson Blvd.
Columbia, SC 29209
Tel: 803.540.3400
Contact: Donald Tomlin

Truview Inspection Technologies

12 Emmet Dr.
Niskayuna, NY 12309
Tel: 518.859.0122
FAX: 518.275.0792
Contact: Doug Nadeau

Tuazon Engineering

4322 NE 7th St.
Renton, WA 98059
Tel: 425.917.1683
FAX: 425.917.1705
Contact: Eric Tuazon, P.E.

TY LIN International

255 East Ave.
Rochester, NY 14604
Tel: 585.512.2000
FAX: 585.697.3449
Contact: Jeffrie Wilkinson

U S Fire Service LLC

1735 Verona Dr.
Chattanooga, TN 37421
Tel: 256.503.7582
Contact: Darrell Bagley, Owner
Email: db@usfire.us
Products/Services: Consulting, estimating, design, hydraulic calculation and stock listing service for wet pipe, dry pipe, pre-action, deluge, AFFF and high expansion foam fire protection systems.

UHN

200 Elizabeth St.
GW-1-535
Toronto, Ontario M6B3T6
Canada
Tel: 416.340.4800
FAX: 416.340.3282
Contact: Jean Chartrand

UNIPRO Architects & Engineers

PO Box 10914
San Juan, Puerto Rico 922
Tel: 787.635.8618
Contact: Jorge Arroyo

United Fire & Safety Equipment

4611 NE Martin Luther King Jr. Blvd.
Portland, OR 97211
Tel: 503.249.0771
FAX: 503.249.0672
Contact: Ed Wallace, Service Mgr.

Un-Leaded Design, Inc.

2804 W Detroit St.
Broken Arrow, OK 74012
Tel: 918.808.7509
Contact: Ronnie Fujikawa

Veritas Fire Engineering, Inc.

12364 W. Alameda Pkwy Ste. 135
Lakewood, CO 80228
Tel: 303.985.3300
FAX: 303.985.5594
Website: www.veritasfire.com
Contact: Bryan Echelberger, Fire Protection Consultant
Services: Full array of fire protection services, specializing in all types of fire systems, hazardous materials, system testing, life safety analysis, fire alarm design, rack permits



**Virtuosity Design Group, Inc.
PO Box 144**

Bellevue, IA 52031
Tel: 563.340.4529
Website: www.virtuositydg.com
Contact: Gary Penniston, Owner/CET
Services: Complete water-based fire suppression system layouts and hydraulic calculations by NICET IV technician-BIM coordination capabilities-pipe and loose material listing available.

W.D. Ross RA, P.C.

285 Logan St. Apt. 1
Brooklyn, NY 11208
Tel: 646.235.3976
Contact: William Ross

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Color-Coded ITM Tagging Programs and NFPA 25

by Jason Webb



The proliferation of color-coded ITM tagging requirements has driven a change to the new 2017 edition of NFPA 25. That change is the inclusion of new annex “G”. The goal for the creation of this annex was to provide guidance for AHJs considering color-coded ITM tagging programs and to hopefully move towards consistency for those currently enforcing one. Several states and some local jurisdictions have already adopted these requirements but their scope, purpose and application vary widely.

Typically, when a jurisdiction adopts a color-coded ITM tagging system, it is aimed at providing fire inspectors and/or owners (or the owners designated representative such as a facility manager) with instant recognition of a system’s status as it relates to compliance with NFPA 25. Often these programs call for a green tag indicating that the system had no deficiencies or impairments at the time of inspection or testing, and additional colors, usually yellow and red, for varying levels of unsatisfactory conditions found.

The new annex “G” wasn’t written with the intent of being adopted by a jurisdiction. It was written to encourage consideration of several important features sometimes left out of the details when these programs are developed. Many of these program pitfalls were discovered through trial and error by the jurisdictions who already use a color-coded tagging program. Examples of questions that aren’t always answered and sources of confusion sometimes found in these programs include:

- What exactly does the presence of a particular color tag indicate? i.e., if deficiencies are found during an annual frequency inspection and a yellow tag was hung, but a subsequent quarterly frequency inspection was performed and the system complied with NFPA 25 at that time, does a green tag get placed on the system? Failure to provide guidance for situations like these can render the program ineffective.
- Do the color-coded tags correspond with terms as defined in NFPA 25? Some jurisdictions have adopted terms into their regulations that are not consistent with the standard. It is also not unusual for fire code adoptions to take place separately

from licensing regulations that are where many of these tagging rules are found. Coordination is important in this case.

- Questions as simple as who can place, or perhaps more importantly, remove tags? Sometimes this is clear through licensing or other jurisdictional regulations, but not always.
- Does a color-coded tag that represents a deficiency or impairment remain on the system after the correction or repair was made? If the question above isn’t answered, this can be even more of an issue. A common example is when bushes are blocking access to an FDC. This is considered a deficiency in NFPA 25, but is usually addressed by a landscaper, not a sprinkler contractor. Does tag indicating the deficiency remain after the bushes were trimmed or does the landscaper remove it?

When questions like these are adequately addressed, these programs are more likely to succeed in increasing compliance with NFPA 25. Jurisdictions with well thought out programs do report increased compliance and often ITM contractors see an increased level of awareness from their customers.

Some ITM service providers do have concerns, however. The primary concern is often a feeling that the contractor is forced to assume somewhat of an enforcement role. It is also feared that placing a tag indicating something other than compliance will change the owner/contractor/AHJ relationship in ways counter-productive to the process.

NFPA 25 now defines different levels of classification for problems identified during inspection and testing calling them “non-critical deficiencies”, “critical deficiencies,” and “impairments”. Additionally, annex language is provided in A.3.3.7 recommending classification for most of those problems. These additions to the standard, which have taken place over several cycles, combined with the new annex “G” guidance, should provide the necessary background for a successful tagging program. For more information on these types of programs contact NFSA. You can view the new annex “G” language at www.nfpa.org/25.



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Confidence, Interest Rates & Labor

by Eric Gleason, **Great Plains Regional Manager**



Builder Confidence Steady, Despite Slow Start –

December housing production was up over 11% thanks in large part to multi-family construction, however January 2017 showed 'starts' were down about 4%. The west and the mid-west dominate growth with the south being steady and the northeast seeing a significant slowdown in the northeast followed by a general slowdown across the board in permitting in January 2017 across the board for single-family. The saving grace has been a rebound in multifamily. Forbes reported that they anticipate increasing prices however many factors will cause the gains to slow and of course affordability to worsen.

Banks to Get Rate Hike -

If banks receive a rate hike the consumer will receive at least the same hike. Federal Reserve Chairperson Yellen raised rates once in 2016. Combine that with what the Wall Street Journal is indicating could be 3 more increases in 2017 for a total of somewhere between .5% and .75%. While Chairperson Yellen is indicating an economy that is now past recovering and is growing an increase in the interest rate to banks is needed to head off inflation. Conversely if interest rates remained low, as they are now, the US could face deflation which could be damaging for the dollar abroad (think exports). This is a slippery slope and would only be the second rate increase in a decade.

Skilled Labor Shortage –

As the economy recovers, has recovered, is growing... So does the demand for skilled labor. Whether that is framers, electricians or sprinkler fitters – the demand is on the rise. A growing economy also places an increase demand on Building & Fire Officials. More plan submittals mean an increased turn-around time. So from the point that a NFSA Contractor receives a bid confirmation, gets the plans and hands those plans to their designer – the accuracy of those plans, the accuracy of 'as-builts' becomes critical. In multiple cities across the nation, review and inspection times are increasing, thereby delaying the construction process. The Building/Fire Official is there to protect the public interest and safety. Having accurate plans and installations could do more than increase your bottom line.



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Please join our Advocates' Coalition as we work to create Fire Safe Homes

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



www.fireadvocates.org

Fire Sprinklers Save Lives

Service and Relationships



by Vickie Pritchett, Director of Outreach & Government Relations

Service to others is fulfilling and life is filled with relationships. A membership association exists for service to the industry and profession. This service is enhanced by the relationships we have and is the reason for our existence! At NFSA, we value you as our members, and this issue of National Fire Sprinkler Magazine allows us to showcase the best of the best! Our Buyers Guide issue provides information on each of our Supplier and Manufacturer (SAM) members, as well as our Professional (PRO) members. We hope you will keep this issue handy throughout the year and that you'll support NFSA members when making the choice for service!

Our President, Shane Ray, leads with a vision that is inclusive of all of our members. I've listened to him on countless occasions speak to the importance of every single member and the products and/or services they provide. Our industry is robust, diverse and filled with a spirit of positive leadership that embraces our business of fire and life safety, and our members epitomize this. It's a great time to be involved and the forecast for our future is bright. I'm sure you agree as you are able to see the Buyers Guide listings. A big thank you to Joanne Genadio for her steadfast work to include everyone and positioning NFSA to be a market leader and engaged in all social media platforms. #fastestwater and #nosprinklersnogo are great examples of how NFSA is creating the conversation that supports our members.

I've listened to our SAM Council Chair, Bruce LaRue, share the importance of NFSA membership and involvement. The SAM Council is active within NFSA and is focused on ways to highlight and spotlight all of the various suppliers and manufacturers. These individuals and the companies they represent are always there for us as we work to improve our service and especially as we work to create the best 2017 North American Fire Sprinkler Expo™ possible. (if you haven't registered, there's still time...you don't want to miss it!) Our Contractors' Council and our committees are also active on issues to improve the industry. We want to spotlight the great work they do across the country. Again, relationships come into focus as we strive to promote the widespread acceptance of the fire sprinkler concept.

We have also started an improved communication plan for 2017. I hope you have enjoyed receiving our Spotlight on Fire Sprinklers, where we utilize the information reported by our member companies, fire departments or media around the country on a weekly basis. Recently I went to a fire scene with President Ray,

the State Fire Marshal, representatives from Underwriters Laboratory (UL), and the insurance company. Talking about service, it was fascinating to see the passion focused on improving fire and life safety. It was also a stark reminder to me of the reality of fire. Our outreach and rallying cry (Fire Sprinklers Buy Time. Time Buys Life) have never been needed more as we work to educate citizens, policy makers and the fire service as well on the important role fire sprinklers play.

Team NFSA is growing and is focused on the energy that is growing with our staff team, our board, council, and committee members and our members in general. The relationships we have established go a long way in helping us grow our industry and save more lives. Thank you for your membership. Know that we value you and are focused on service and relationships every single day.

Until next time, stay safe,
Vickie



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NFPA Codes And Standards – The Revision Process and NFSA’s Role

by Roland Asp
NFSA Manager of Installation Standards

The fire sprinkler industry relies heavily on NFPA codes and standards in order to ensure that fire protection systems are installed correctly and that the performance of these systems will meet the intended goal, in our case - the protection of life and property from fire. These standards (there are many of them) are in a constant process of refinement and improvement. They truly are living documents and most of these standards are on a three to five-year revision cycle. The National Fire Sprinkler Association performs a very active role in this process through our members, staff and the activities of the Engineering and Standards Committee (E&S).

As part of my job, I speak and train NFSA members all over the country. A common comment involves suggestions on how the NFPA standards can be improved. I am often asked “How can I improve the standards? The answer is: Get involved in the process. The NFPA standards are consensus documents and rely on the input of the public and interested parties to keep these documents relevant and up to date.

This article will summarize the process of improving these documents and the role of the NFSA in this process. An understanding of the steps needed will go far in helping you to understand how you, as a user, can make these standards better and how the NFSA can help in this effort. As installers, contractors, manufacturers, suppliers, professionals and authorities having jurisdictions, NFSA members have an intimate knowledge of these standards. Who better to provide input on making them better for all involved? This article will help you understand how you can get involved and how, as NFSA members, you can truly make a difference.

Before I get into the process, one question that must be answered is: who can be involved? The answer is quite simply, all interested parties have a voice. Anyone who is affected by the NFPA codes and standards can submit a suggestion or propose a change to the NFPA codes and standards. In order to understand the process, I will first highlight who is involved:

The Public: Anyone can submit proposals to revise the codes and standards.

Technical Committees: Technical committees are responsible for developing and acting upon proposed changes to specific NFPA standards. As stated by the NFPA, “An NFPA Technical Committee (TC) serves as the principal consensus body responsible for the development and revision of an NFPA Standard...” The technical

committees will review, debate and act upon all proposed changes to the applicable standards as well as act upon proposals generated from the technical committee themselves. What is meant by a consensus body is that the technical committee members represent a wide range of interested parties and these interests are balanced among the committee so that one category does not hold undue influence. The technical committees typically consist of 30 or less members of mixed backgrounds and experience from the various interest categories. In order for a public input or comment to be adopted into the standards, the committee must reach a consensus in order to take an action.

The technical committees (and the standards) are organized into projects and a single committee may be responsible for numerous NFPA standards. In addition, a single NFPA standard may have multiple technical committees. For example, the sprinkler project consists of NFPA 13, NFPA 13R, NFPA 13D, and NFPA 24. NFPA 13 alone consists of four technical committees (Installation Criteria, Discharge Criteria, Hanging and Bracing and Private Water Supply Piping) and a Correlating Committee. A separate residential committee is involved with NFPA 13R and NFPA 13D. NFSA has representatives on each of these committees.

It is within these technical committees that NFSA has a real impact on the standards. NFSA is represented on over 50 NFPA technical committees by NFSA staff and NFSA members and is one of the most active organizations involved in NFPA development process. NFSA’s representation is overseen by the Engineering and Standards Committee (E&S). The E&S Committee is made up of NFSA members that represent all aspects of the fire sprinkler industry. This committee directs NFSA staff on what inputs to submit to the various NFPA standards and the stance NFSA staff should take on proposals that have been submitted to the NFPA standards.

Correlating Committees: This committee oversees the multiple technical committees that may be involved in a standard or standards project and resolves any conflicts resulting between the committees.

NFPA Standards Council: The standards council is a 13-member body appointed by the NFPA Board of Directors that is charged with overseeing the NFPA standards development process. This council also appoints technical committee members and provides direction for the technical committees.

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Overview of the process:

NFPA standards typically get revised every three to five years and this revision process usually takes about two years. For example, the current edition of NFPA 13 is the 2016 edition but work is already being done to develop the 2019 edition of NFPA 13. The NFPA standards are classified into revision cycles and it is important to note that multiple revision cycles may be happening at the same time. There are two revision cycles per year, an annual and a fall revision cycle.

The 2018 Annual Revision cycle consists of 32 NFPA standards including NFPA 13, NFPA 13R, NFPA 13D, and NFPA 20. This cycle is approaching its half-way point of the revisions, which will result in the 2019 editions of each respective standard. The 2017 Annual Revision cycle, consisting of 44 NFPA standards including NFPA 1, NFPA 3, NFPA 4, NFPA 30, NFPA 101 and NFPA 5000, is nearing the end of its revision cycle. The 2018 edition of these standards will be issued later this year.

Each revision cycle consists of four main steps, each with many sub-steps. The four basic steps are: The Public Input Stage, the Comment Stage, the NFPA Technical Session Stage, and the Appeals and Standard Issuance Stage. To serve our members, NFSA is involved in each of these steps. Technical Committee members attend multiple meetings each year to fulfill their responsibilities. Although this process does necessitate a significant amount of time and resources, it is vital to the interests of all our members.



► Step 1. The Public Input Stage

This step, also known as the first draft stage, begins when a new edition of a standard is issued. Once the standard is issued: Public Inputs (PI) to that document can be submitted. PIs are simply proposals to revise, refine or change the standard. Anyone can submit a PI. This is done through the NFPA website. Starting with the fall 2016 revision cycle – all Public Inputs (and Public comments) are submitted online.

It is during this stage that the NFSA's Engineering and Standards Committee meets to discuss what proposals should be submitted by the NFSA staff in order to improve the document and serve our members. NFSA staff will take this direction from the E&S Committee and submit public inputs to the respective NFPA standards.

Once the Public Input (PI) stage is closed the next step is the first draft meeting (and sometimes a pre-first draft meeting as well). In these meetings, the various technical committees meet and discuss every public input that was submitted. Each public input will be responded to and if the technical committee determines that a PI has merit and will improve the standard, these inputs will be used by the technical Committee to create first revisions to the document. As there is often hundreds of public inputs submitted to a NFPA standard, these meetings may run multiple days and often task groups are formed to help streamline the process.

Once a first draft is developed based upon the first draft meeting, the appropriate technical committee is balloted on the proposed first revisions. To be accepted into the published first draft report all proposed first revisions must be approved by the technical committee by a 2/3 majority. It should be noted that the ballot is submitted to the TC twice, the first results are recirculated and voted on again. This gives the committee members a chance to consider the arguments brought up during the first ballot and possibly to change their initial vote. First revisions that have failed this ballot (did not get 2/3 affirmative vote) do not disappear but rather become committee inputs. Committee inputs can be brought up and reassessed in the Public Comment stage

The Correlating Committee (CC) then meets to consider the first draft developed by the technical committees as a result of the above balloting. The CC will look for any conflicts or inconsistencies and may make comments to be considered by the appropriate TCs.

The final part of the Input Stage is that the official first draft is published on the NFPA website. This stage takes approximately 9 months from the public input closing date to the first draft report being posted. The first draft can now be reviewed in anticipation of the second step of the process.

► Step 2. The Public Comment Stage

This step, also known as the second draft stage is the chance to further refine the work started in the public input stage. A period of time is given so that the first report can be reviewed and additional comments can be submitted. It should be noted that at this stage; only issues brought up during the PI stage can be commented on. New issues, not previously brought up, cannot be introduced at this point.

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Just like for public inputs, NFSA's Engineering Standard Committee will discuss what public comments (PC) should be submitted. NFSA staff will take this direction from the E&S Committee and submit these public comments to the NFPA.

If no public comments are received and the technical committee see no reason to propose second revisions, the document will be sent to the Standards Council to be issued as written in the first draft.

Once the public comment period is closed, a second draft meeting will be scheduled. At this meeting the TC will review all public comments and the committee will act on these comments. The comments will be used by the committee to develop second revisions.

Based upon the action taken by the committee during the second draft meeting, the TC will be balloted for approval. Just like during the public input stage, a second revision needs a 2/3 majority to be approved and the ballot is recirculated to the TC a second time to establish the final vote. Public comments that do not receive the required 2/3 majority will be published in the second draft as committee comments.

The correlating committee will again meet to consider the second draft developed as a result of the above balloting. The CC committee will look for any conflicts or inconsistencies and may make correlating notes to the second draft report.

At this point the official second draft report is published on the NFPA website. This stage, from public comment closing date to posting of the Second Draft report typically takes approximately another 9 months.

► Step 3: Tech Session Stage

Now that the second draft has been posted, the public has a chance to review the second draft report. If someone is not satisfied with the work of the committee(s) that resulted in the second draft report, there is one more opportunity to amend the document. Following the rules of NFPA, a notice of Intent to Make a Motion (NITMAM) can be submitted. A NITMAM is simply a notice to NFPA that an individual intends to file motion to change the document as published in the second draft. There are specific rules of who is authorized to make these amending motions.

The NFPA Standards Council will review all NITMAMs to ascertain that they have met the rules and are valid. If so, these NITMAMs will become Certified Amending Motions (CAMs) and will be heard and debated at the technical session that is held in conjunction with the NFPA Annual Conference. Only NFPA members who have joined the NFPA at least 180 days prior to the technical session can vote on these CAMs at the technical session.

If a CAM passes during the floor vote, this motion is sent to the appropriate technical committee which will vote to confirm or deny the successful amending motion. If confirmed by the technical committee, the amending motion will be sent to the Standards Council and will be included when the standard is issued.

If no NITMAMs were received on a particular document, this standard will be sent to the Standards Council to be issued as written in the second draft report.

► Step 4. Appeals and Standard Issuance Stage:

The last step of this lengthy process is in the hands of the Standards Council. The Standards Council will hear any appeals that are filed on a particular document. This final appeal process is to ensure that the entire process as outlined above has been conducted in a fair manner and in accordance of the NFPA rules for standards development.

Once the Standards Council has ruled on all appeals, the document in question is issued as an official NFPA Standard. According to the NFPA rules this standard becomes effective 20 days after it is issued by the Standards Council.

► Summary of the Process

The above is merely an overview of the process to revise an NFPA standard. The full rules and additional nuances can be found on the NFPA website.

As you can see, the process is a lengthy one with a lot of checks and balances built in. This is needed to ensure that each edition of an NFPA standard builds upon the success of the prior edition, while making it better and more current with the world we live in. The most important thing is to maintain the high level of safety proscribed by these standards.

► Current Activities

By the time this article is published, the standards in the 2018 Annual revision cycle, which includes NFPA 13, will just be beginning the second step or the Comment Stage. The Public Input stage for NFPA 13 and NFPA 13R/13D included 10 in-person meeting days and many conference calls for the various technical committees. The first draft stage ended with the posting of the First Draft Report. The First Draft Report was posted on February 27th and the second draft meetings are scheduled to begin this coming June. NFSA staff, committee representatives and the E&S Committee will be working hard throughout the rest of the revision cycle to ensure the new editions of the sprinkler standards will continue to improve life safety and property protection.

The big news in the 2018 Annual revision cycle is the re-organization of NFPA 13. NFPA 13 is being completely reorganized with the intent to be more user-friendly and to better follow the layout process through the acceptance process that is used in the industry. This reformatting is not intended to change the technical requirements of the document (although there will be technical changes as part of the normal process), but rather to make the document more intuitive and easier to follow. For example, Chapter 8, which has traditionally included the installation requirements for all types of sprinklers, will be broken up into multiple chapters; one for each sprinkler type. Another example of the reformatting will be evident in the storage chapters. The storage chapters, which are currently based upon commodity class and storage arrangement, will be reorganized by sprinkler type. By this, I mean that each individual storage chapter in the 2016 and earlier editions included the rules for all sprinkler types protecting a particular storage arrangement

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and commodity class. Currently Chapter 14 includes the rules for Control Mode Density Area (CMDA) sprinklers, Control Mode Specific Application (CMSA) sprinklers and Early Suppression Fast Response (ESFR) sprinklers protecting solid piled storage of Class I-IV commodities. Moving forward, each sprinkler type will have its own chapter and each chapter will highlight the rules for each sprinkler-type sprinkler protecting all storage arrangements. As an example, a single chapter will outline the rules for ESFR sprinkler protection for all storage arrangements and commodities.

The 2017 Annual Revision Cycle, which includes NFPA 101, is in the fourth stage, or the Technical Session Stage. Any of the documents that have authorized NITMAMS which are called Certified Amending Motions will be debated at the Technical Session which will take place on June 7, 2017 during the NFPA Conference and Expo in Boston. Although the list of Certified Amending Motions to these standards have not been published as of the writing of this article, it is likely that there will be multiple CAMs on these documents including NFPA 101 and NFPA 5000. *It is possible, however that NFSA's NITMAMS will not be accepted.*

During the 2nd draft of NFPA 101, NFPA 5000 and NFPA 1, language was approved that would require NFPA 4; Standard for Integrated Fire Protection and Life Safety System Testing, to be applied to many of the occupancies affected by NFPA 101. While NFPA 4 is a valuable standard, it was never intended to apply to small systems with just sprinklers and an integrated alarm system. It is more suited to large systems such as those found in atriums, hospitals and high-rises that incorporate more complicated integrated systems such as smoke control systems. Unfortunately, the language approved by NFPA 101 would apply the rules of NFPA 4 to small buildings with simple integrated fire and life safety systems. NFSA and the E&S committee believes these requirements will impose undue cost and delays to the construction process and will attempt to overturn this blanket requirement during the

upcoming technical session. It would be beneficial to have a strong turnout of NFSA members at the session to make this happen. Remember that to vote at the technical session, you must be an NFPA member who joined the NFPA at least 180 days prior to the Technical Session.

► Conclusion

A question posed in the beginning of the article was “How can I improve the standards?” The answer is: “Get involved in the process”. NFSA can help. The Engineering Department keeps a list of potential changes to submit to improve the NFPA standards. These proposed changes are discussed by the E&S Committee and if it is agreed that a particular proposal will improve the standard, a PI is submitted by NFSA staff. A substantial number of these proposals originated from input by NFSA members. If you have a proposal that you believe will help improve an NFPA Standard, do not hesitate to contact me or any of the staff in NFSA's Engineering Department. We will be happy to help.

NFSA is heavily invested in this process for the documents that impact our industry. NFSA staff, the E&S Committee and NFSA members who represent the NFSA on the NFPA technical committees, are committed to this process. We invest a lot of time and effort to ensure that the relevant NFPA standards continue to provide unsurpassed life and property protection and ensure our industry is represented in this process. This process, and NFSA's participation in it, is truly a valuable NFSA member service. •

REFERENCES:

NFPA. AN INTRODUCTION TO THE NFPA STANDARDS DEVELOPMENT PROCESS - 2016.
http://www.nfpa.org/-/media/files/codes-and-standards/regulations-directory-and-forms/codesstandardsbrochure_2016.pdf?la=en



Every second counts during a fire.

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Our NAFSE2017 Sponsors-We Couldn't Do What We Do Without You!

When I was given the task of soliciting sponsorships for our Annual Seminar and North American Fire Sprinkler Expo (NAFSE), I must admit I cringed, maybe even rolled my eyes a little. I never considered soliciting funds one of my strong points. To me, selling is like that pile of lima beans on your plate. You know they are good for you, but that doesn't make them any easier going down. I have to say, though, that the generosity that was put forth by so many of our wonderful members made what I thought would be a difficult job quite easy.

Not only did we surpass all previous years in sponsorships, I got to interact with some wonderful "behind the scenes" people that are the backbone of this Association. I would like to thank them all for their support, their encouragement and their agreement that becoming a sponsor of this wonderful event was worth every penny. As you take part in our 2017 Annual Seminar and NAFSE, I'm sure you'll agree.

Our sponsors enjoy increased brand awareness, targeted marketing, the opportunity to "give back" to the Association, good will among fellow members and great exposure to existing and potential customers. NFSA gets the opportunity to provide top shelf breakout sessions, speakers that entertain, captivate and educate, an exhibition that encompasses representatives from throughout the North American continent and a chance to honor luminaries that left positive, indelible marks on our industry. We couldn't ask for anything more.

I would just like to mention some of my "behind the scene" peeps that got me through this! No particular order here, just my train of thought. Jean Cevallos from Reliable Automatic Sprinkler, my fellow "Yonkers girl," thank you for always finding a way to make me laugh whenever we talk, even on my most stressed-out pre-conference days! Andy Santi from HD Supply Fire Protection, thank you for your forward-thinking choice of becoming our app sponsor! It's truly the wave of the future... and the future is here! Shelby Maddox from Ferguson Fire & Fabrication, thank you for keeping your sense of humor throughout! Nancy Houghton from Viking, the quickest email responder ever! John Corcoran from Globe, you deliver! Ask once, it's there! Layne Weber from Victaulic, you make it easy, to the point and accurate. A one email, get it done lady! Blake Tyler from Potter, you are enthusiastic and always eager to join in. Thank you so much. Trish Garges from Tyco, you are a sweetheart. I always enjoy our emails and phone calls. Claudia Baeumler from FPPI, who will be a new mommy by the time this is published, thank you for your always kind and warm emails. I feel like I've got a friend on the other side of the country. Best wishes to you and yours on the birth of your new baby! Zeke Bochenek from Metraflex. Will you sponsor? Sure! Can you send me some giveaways? Sure! You are my "piece of cake".

If I left anyone out, please know I, as is NFSA, am truly grateful for your support of the Association and our event. Like I said in the headline, we couldn't do what we do without you. I know I couldn't! Get ready for next year everybody... I'll be calling before you know it. •

Help us spread the word!

Be sure to use the **#fastestwater** hashtag on all your social media!

Let's shout it to the world
— *Fire Sprinklers Save Lives!*



**Thank You to Our 2017 NFSA Annual Seminar
& North American Fire Sprinkler Expo Sponsors**
...We couldn't do what we do without you!



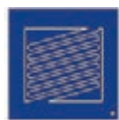
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Local 696-Newark
Local 699-Seattle
Local 709-Los Angeles
Local 821-Florida

CHAPTERS in ACTION

Florida Fire Sprinkler Association's Hawk's Cay 2017 is Going to be FABULOUS!

The Florida Fire Sprinkler Association, Chapter of NFSA presents its **Hawk's Cay 2017 Conference**, scheduled for October 22 – 26 at beautiful Hawk's Cay Resort, Duck Key FL

Hawks Cay conference is already shaping up to be the best conference ever. We have secured some of the best speakers in our industry with some exciting new classes. A new format giving attendees the ability to choose which workshops would benefit them the most. An exciting week is planned beginning with the FFSA Board of Directors meeting at noon on Sunday, October 22, 2017. Registration will be open with early bird discounts beginning June 1, 2017.

We will again offer the Fire Product Challenge. The Fire Product Challenge is a fun and engaging event where teams of contractors will test their knowledge of suppliers'/vendors' products, Florida Law, ITM, Design, Contract Language and much more all while earning CEUs, winning prizes and networking! Prizes include a Drone, TV's, Gift Cards, iPads, GoPro's and many more. Vendor space is limited so register early to guarantee your spot.

For more information, contact NFSA Regional Manager Lorrell Bush at bush@nfsa.org or 443.863.4277. •



Illinois Legislative Reception

NFSA's Illinois Chapter and Northern Illinois Fire Sprinkler Advisory Board hosted an **Illinois Legislators Reception** in Springfield, Illinois on February 8, 2017. This reception was well attended by many of the existing Illinois legislators and several new legislators recently elected. This annual event provides for sprinkler industry representatives to meet our legislators in a less formal setting and to provide information on fire sprinklers. •

Northwest Area Chapter News

Both Northwest area NFSA chapters hosted local fire marshals for a discussion panel at recent meetings. AHJs discussed new initiatives ranging from third party reporting, NICET II requirements for alarm techs, new residential sprinkler ordinances, and coalition activities. The Chapters hosted NFSA's Louis Guerrazzi at its April meetings for an informative update.

At the June Chapter meetings, the Northwest representative on NFSA's Engineering and Standards Committee, Kevin Marr of Patriot Fire Protection, will report on the committee's recent meeting. The E&S committee develops and reviews proposed changes to the standards on behalf of NFSA members. The Northwest Area Director, James Boulanger of Patriot Fire Protection, will talk about recent NFSA Board of Director initiatives.

The Columbia-Willamette meeting will take place on Wednesday, June 14 and Puget Sound meeting is set for Thursday, June 15.

Northwest NFSA members are looking forward to hosting the NFSA Board meetings in Seattle in June.

NFSA members should save the date for a fun day of golf with Local 699. This year's event will take place Saturday, Aug. 26 at Willows Run golf course in Redmond, WA. •

Rhode Island Fire Sprinkler Coalition Hosts Residential Sprinkler Educational Event

On February 21, 2017, the newly formed **Rhode Island Fire Sprinkler Coalition** hosted an educational happening at the East Greenwich Fireman's Hall.

The response for this event was overwhelming with 102 fire, building officials and other stakeholders participating in the NFPA 13D class.

NFSA's instructor Maurice "The Professor" Pillette provided the lecture and led the discussion on home fire sprinkler installation, removing many of the long-held myths and misconceptions.

The class culminated with a live educational side-by-side burn event in the adjoining parking lot. The burn boxes were built and assembled by the local vocational high school students. NFSA member Arden Building Companies provided the labor and materials for the fire sprinkler piping assembly.

As a special note, this event happened to coincide with the day

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102 RI Fire and Building Officials taking in a 1/2 day class on 13D culminating with a SXS burn event. Officials are all holding up residential sprinkler heads donated by Viking Supplynet's Bill Wian.

after 14th anniversary of the tragic Station Night Club fire in West Warwick, Rhode Island, which was only a few miles away from where the class was held. It was the fourth-deadliest nightclub

fire in US history, killing 100 people, and the second deadliest in New England, surpassed by the 1942 Coconut Grove fire which resulted in 492 deaths. •

Real Estate Developer Receives Award from Tennessee State Fire Sprinkler Contractors Association

The Tennessee Fire Sprinkler Contractors Association (TFSCA) honored Real Estate Developer David Alexander with the **Fred Davis Award** for his efforts in fire and life safety. Representing TFSCA at the ceremony were President Ken Brinkley and Executive Director Wayne Waggoner, NFSA's Southeast Regional Manager.

The Fred Davis Award was established by the Tennessee Fire Sprinkler Contractors Association to recognize those jurisdictions that have shown their support to the Fire Sprinkler Industry. The award's namesake, Fred Davis, was the fire chief in Nashville, Tennessee from 1980 – 1987, as well as the first executive director of TFSCA. Chief Davis was a perfect example of those individuals that went above the call of duty when it came to promoting fire sprinkler systems.

Like Davis, the recipients of the award have gone above the call of duty to protect lives and property from fire through widespread acceptance of the fire sprinkler concept and in promoting a fire-safe community by making sure that fire sprinklers are installed and maintained in homes to high-rise buildings.

Alexander, born in Finley, Tennessee, was drafted into the United States Army in 1969 and in 1973, married his wife, Sherry. They have two daughters and three grandchildren.

In 1985, Alexander began a construction company building homes in Rolling Meadows. He also became a real estate broker and started Dogwood Realty.

In the early to mid-1990s, he began developing commercial and residential lots, which became The Farms, and developed The Farms golf course.

Alexander began building condos on Fairway Drive in 2001, as well as apartments in 2015 at The Village at The Farms.

In the past two years, Alexander has incorporated sprinkler systems in nine condos and 24 townhouses, with plans on building 32 additional townhouses within the next two years.



David Alexander (far right) received the Tennessee Fire Sprinkler Contractors Association's (TFSCA) Fred Davis Award in a ceremony on Feb. 2. Pictured (L to R) are TFSCA President Ken Brinkley and Executive Director Wayne Waggoner, DFD Chief Tim Ware, and Alexander.

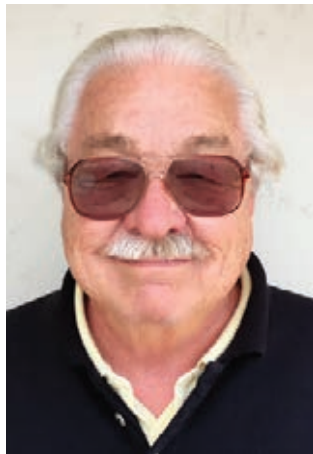


BOSTON CHAPTER
Boston Chapter Officers and Board of Directors meeting.

NFSA 2017 Award Recipients and Hall Of Fame Inductees Selected

NFSA is proud to announce its 2017 award recipients and Hall of Fame Inductees.

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 is **Jack Thacker** of Allan Automatic Sprinkler Corporation of SoCal. Thacker has served this industry for over 50 years and proudly served on the NFSA Engineering & Standards (E&S) committee for over 30 of those years. He has been a passionate and unselfish leader in California as the 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.



Golden Sprinkler Award Recipient Jack Thacker

The Russell P. Fleming Technical Service Award is the highest technical award, and will be presented to Terry Victor of Simplex Grinnel. 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 known 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 will be 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 the citizens, firefighters and fire sprinkler industry. She currently lives in Maryland in a home with fire sprinklers.

Hall of Fame recipients were also selected. Hall of Fame inductees have contributed nearly all their working lives and beyond to

improving the fire sprinkler industry. 2017 Inductees include:

- Mike Carden, JM 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 and NFSA (ret.)

"It is an honor to recognize those who have given so much to improve their profession and fulfill the mission of NFSA," explained Shane Ray, NFSA President. "We are fortunate to have so many dedicated individuals devoted to life safety. We are proud of them all."•

Fire Sprinkler Incentive Act Filed in Congress S.602 HR 1481

On March 9th, Sen. Susan Collins (R-Maine) and Sen. Tom Carper (D-Delaware) filed the Fire Sprinkler Incentive Act, and Rep. Tom Reed (R-New York) and Rep. Jim Langevin (D-Rhode Island) introduced the companion house legislation to encourage building owners to invest in life-saving fire safety upgrades.

The Fire Sprinkler Incentive Act (FSIA) strengthens tax incentives for building owners to retrofit their properties with fire sprinkler systems. This action will protect their occupants and property from the devastation of fire. This legislation is a great example of government support to private businesses and individuals to improve life safety and fire protection. Currently, commercial building owners must depreciate fire sprinkler retrofits over a period of 39 years and residential building owners over 27 ½ years. The FSIA reclassifies fire sprinkler retrofits in high rise properties as 15-years, allowing businesses to receive tax benefits more quickly.

The original legislation was introduced in 2004 following the tragic nightclub fire in West Warwick, RI that claimed 100 lives. Since then, the legislation has been reintroduced in subsequent Congresses with various changes made to address concerns raised by members of Congress regarding cost estimates. The current legislation has addressed those concerns.

"We applaud Senators Collins and Carper along with Representatives Langevin and Reed for their perseverance – life safety for citizens and firefighters is worth it," explains Chief Shane Ray, President of the National Fire Sprinkler Association (NFSA). "This legislation will help fire chiefs, as well as state and local government officials make improvements in fire protection with a public private partnership that will save lives. NFSA has been involved in this every step of the way and Jim Dalton has been our liaison for this proactive legislation."

Under the current legislation, automatic sprinklers could be

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treated as Section 179 property under the tax code. Section 179 allows small and medium-sized businesses to write off the full cost of equipment purchases, up to \$500,000, in a single year. While automatic fire sprinklers are not currently classified as a Section 179 property, passage of the legislation would allow property owners to retrofit a large majority of high fire risk properties, such as certain off campus housing, night clubs, nursing homes and assisted living facilities.

The legislation would also create a financial incentive for high-rise building owners to install sprinkler systems by reducing the depreciation schedule to 15 years. We are optimistic that the 115th Congress is going to initiate tax reform which is likely to get us back to where we started with this initiative with depreciation of 5 years or less.

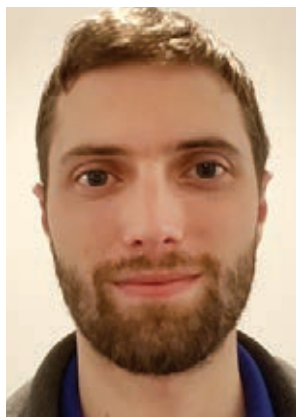
“We hope this will be the legislative session that sees passage of this important legislation,” adds Chief Ron Siarnicki, Executive Director of the National Fallen Firefighters Foundation (NFFF). “Firefighter and citizen lives will be saved as a result of this proactive incentive-based strategy that supports the NFFF Firefighter Life Safety Initiatives, specifically Initiative 15.”

“As a survivor of the Station Nightclub Fire, I understand the fire problem in these building types better than most,” explains Rob Feeney, a fire safety advocate for Common Voices and the Phoenix Society for Burn Survivors. “I lost friends and loved ones in that fire and it amazes me that it takes so long to pass a law that can prevent this from happening again. My hope is that this Congress will pass the bill and save lives in the future.” •

NFSA Welcomes Matthew Gentzel EIT, Engineering Coordinator

NFSA welcomes its new Engineering Coordinator, Matthew Gentzel, EIT. Matt is a Fire Protection Engineering graduate of the University of Maryland and was trained in Data Science in Berkeley, California. He previously volunteered in projects relevant to engineering, statistics and policy and has experience as a volunteer firefighter and cadet at the United States Air Force Academy.

In his role as an Engineering Coordinator, Matt works to streamline the Expert of the Day code consulting system, assist Engineering research, compile statistics and create visualizations to improve organizational understanding of the sprinkler industry as well as opportunities for policy impact. •



NFSA Welcomes Caleb Armbrust, Special Projects Manager / Maryland Regional Manager

NFSA's new Special Projects Manager and Maryland Regional Manager Caleb Armbrust received his B.S. in Fire and Safety Engineering Technology with honors from Eastern Kentucky University (EKU) in 2011. During his time at EKU, he received an internship with the Pleasant View Volunteer Fire Department working with Shane Ray and Vickie Pritchett. While there, he was exposed to Fire Team USA and became a firm believer in the fire sprinkler concept.



Caleb worked in Sales and Marketing for WhiteOak Group, a technology integration firm, completing projects around the world for U.S. government and commercial clients. Prior to joining NFSA, Caleb served as the Vice President of Operations for The Smith Island Baking Company. Caleb and his wife Shannon live in Easton, Maryland with their two children. •

Congressional Fire Service Institute (CFSI) Awards Mason Lankford Award to Our Own Jim “JD” Dalton

JD continues to serve as Senior Policy Advisor to NFSA President Shane Ray and works closely with Director of Outreach and Government Relations on legislative issues that affect our industry.

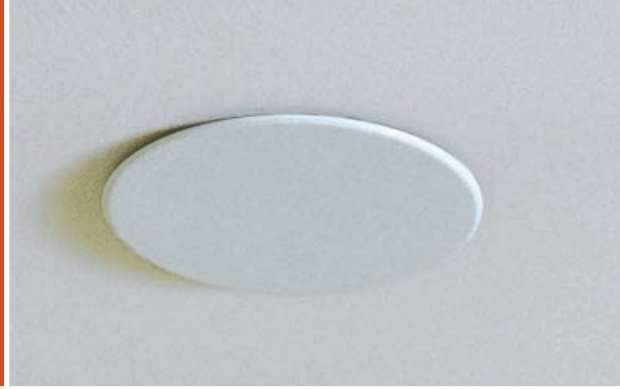
“We are so proud of JD and applaud Motorola and CFSI for recognizing him for his years of life safety service,” says President Ray. “JD exemplifies the criteria set forth in this award and we were honored to be in the room with him when the award is presented.”



Future NFSA Annual Seminar Schedule

- 2018** **Marriott Harbor Beach Resort**
Ft. Lauderdale, FL / May 2-6, 2018
- 2019** **Omni Downtown**
Nashville, TN / May 15-18, 2019
- 2020** **JW Marriott Desert Ridge**
Phoenix, AZ / May 15-18, 2019
- 2021** **Cosmopolitan**
Las Vegas, NV / May 12-15, 2021

People who know the facts want to live in a home with fire sprinklers



According to a Harris Poll, after learning the facts, 74% of U.S. homeowners said they would be more likely to buy a home with fire sprinklers than one without.

Education is the key to make sure more homes are protected. Share this **FREE** information with your fire department and community.

Living With Sprinklers Kit: Important information for people living in a sprinklered home.

Selling A Home Protected by Fire Sprinklers DVD: Helps real estate agents market and sell sprinklered homes.

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-to-understand 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



22nd Annual Illinois Burn Prevention Golf Invitational

June 13, 2017 / Mistwood Golf Club, Romeoville, IL

Benefitting the Illinois Fire Safety Alliance's Camp "I Am Me" for Burn-Injured Children, Loyola University Medical Center Burn Unit, Phoenix Society for Burn Survivors, From Tragedy to Triumph Foundation, and Common Voices.

Contact: Maryann Visin, (815) 557-6961, IBPAgolf@gmail.com
www.ILBurnPreventionAssoc.com

Reliable Automatic Sprinkler Co., Inc. Announces New Model RFC58, Flat Cover Plate, Concealed Pendent Residential Sprinkler

The Model RFC58 is a 5.8 (84 metric) K-factor sprinkler that is cULus Listed for coverage areas up to 20' x 20' (6.1 m x 6.1 m). The sprinkler is available in Ordinary temperature classification, with a 165°F (74°C) temperature rating and 135°F (57°C) cover plate, or Intermediate temperature classification, with a 212°F temperature rating and 165°F (74°C) cover plate. The Model RFC58 sprinkler allows 3/4" (19 mm) of cover plate adjustment.



This new sprinkler joins Reliable's Model RFC Series residential sprinklers that are intended for installation in accordance with NFPA 13, NFPA 13R, or NFPA 13D. Other models in this series include: the RFC30, RFC43, and RFC49 with K-factors of 3.0 (43.2 metric), 4.3 (62 metric), and 4.9 (70.6), respectively. These sprinklers are cULus Listed as Residential Sprinklers in accordance with UL 1626. All Model RFC Series sprinklers use Reliable's strong, durable, and dependable fusible link operating element.

Model RFC Series sprinklers are installed with a Model RFC cover plate, which may be installed by either pushing or threading the cover plate into the sprinkler cup. These cover plates are available in a variety of finishes and can be ordered as either traditional solid or perforated cover plates.

For more information, please refer to Bulletin 006 on Reliable's website, www.reliablesprinkler.com.

ARGCO Opens Northeast Warehouse in New Jersey

ARGCO has teamed up with industry veteran, Rich Dehn, to open its ARGCO Northeast Warehouse in New Jersey.

Rich has built an experienced team of Mike Valter, Kurt Degelmann and Ryder Mayfield. The warehouse will feature a full service counter as well as delivery to job sites and shops in the region.

Conveniently located off the Garden State Parkway in Saddle Brook, New Jersey, ARGCO Northeast makes it much easier for customers to get everything they need, right in their backyard.



As always, ARGCO Northeast will offer the best value on Fire Sprinkler Specialties, Tools, Hangers & Fasteners, Fittings, Valves and Thread Sealants.

You're invited to stop by and see the guys Monday thru Friday 6:30 a.m. to 4:30 p.m. and Saturday 7:00 a.m. to noon.

HD Supply Waterworks' Fire Protection Division Expands Operations

HD Supply Waterworks' Fire Protection division has expanded its footprint. The distributor opened a new supply location in Nashville, Tenn., and has added a fabrication shop in metro-Seattle, allowing the company to expedite existing customer service and expand its overall customer base.

The new Fire Protection branch in Nashville is one of two Fire Protection locations in Tennessee, and offers a full array of fire protection products and services, including jobsite delivery. It is located at 413 Woodycrest Ave. Nashville, TN 37210.

The new Fire Protection fabrication shop in metro-Seattle, located at 18802 72nd Ave. S, Kent, WA 98032, is about eight miles from the Fire Protection stocking branch, also in Seattle. This additional fabrication services location will allow HD Supply to expedite jobs for customers in the area.

The addition of Nashville branch and the Seattle fabrication shop brings the total of nationwide HD Supply Fire Protection branches to 34, with fabrication available in 14 locations.

Anvil International Acquired by One Equity Partners

Anvil International, LLC has been acquired by One Equity Partners, a middle market private equity firm in New York. Anvil's manufacturing includes U.S.-made pipe connections including

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THINK YOU CAN EXIT
YOUR BURNING HOME
IN 60 SECONDS?
CAN YOU RUN
BLINDFOLDED
WITHOUT BREATHING?

Every second counts during a fire. But thick smoke can blind your eyes and burn your lungs, which will slow you down. By giving you more time, fire sprinklers increase your chances of survival. To help save more lives, join NFSA today.



Learn more
at nfsa.org

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malleable and cast iron pipe fittings, forged steel pipe fittings, pipe nipples, swage nipples, bull plugs, grooved product, pipe hangers, valves, engineered pipe hangers and supports, as well as strut and strut fittings. Anvil also sources product internationally under the SPF brand of pipe fittings, nipples, and grooved products.

Anvil has major distribution centers in California, Texas, Florida, Illinois, Pennsylvania and Ontario, Canada and is uniquely positioned to deliver the broadest package of piping goods to its distribution partners. Markets served by the Company include mechanical, HVAC, plumbing, industrial, fire protection, nuclear, solar, mining and oil and gas. Product brands supporting these industries are Gruvlok®, Beck®, NAP®, JB Smith®, Catawissa®, Merit®, SPF® and Anvil®.

Most revenue for Anvil delivers from products cast, machined and fabricated at Anvil's state-of-the-art manufacturing plants located in Pennsylvania, Texas, Tennessee, Rhode Island and Alabama.

Providing comprehensive solutions for its customers today, Anvil believes in "building connections that last", pipe to pipe and people to people.

Dyne Technologies Offers Field Sample Sprinkler Testing

Dyne Technologies has expanded their testing lab services to include field sample sprinkler testing. Dyne Technologies is an independent laboratory serving customers throughout the world. Dyne's primary business was testing firefighting foam and antifreeze solution, and will now include testing sprinkler heads.

The National Fire Protection Association (NFPA) Standard for inspecting, Testing and Maintenance of Water-Based Fire Protection Systems, NFPA 25, requires building owners to have a sample of their installed sprinklers periodically tested by a recognized testing laboratory. NFPA states "a representative sample of the sprinklers in a system should consist of a minimum of 4 sprinklers or 1% of the number of sprinklers per individual sample, whichever is greater."

Using a RTI Plunge Test Tunnel machine, Dyne will test the sprinklers' thermal sensitivity and make sure the waterway is properly functioning according to the standards.

"Quick, Easy, Accurate and Independent describes Dyne Technologies services", said Mark Spaniol, President of Dyne Technologies. "Accuracy and being independent are cornerstones of our business and we take pride in the quality of our test results as an ISO certified lab. Our customers demand and deserve a quick and easy testing process and this is why we offer free test kits and shipping for most types of testing, and standard five-day turnaround on testing results."

Dyne performs both a visual inspection in addition to subjecting the sprinkler head to a plunge oven test to determine the release time. This test is designed to ensure the sprinkler head will release in a specified time when exposed to a specified temperature. As required by Underwriters Laboratory 199, International Standards



Organization 6182-1, and Factory Mutual Class Number 2000, the Response Time Index (RTI) value (meter/second)^{1/2} between 80 and 350 is required for a standard sprinkler while a maximum value of 50 is required for a quick response head. Furthermore, NFPA 25 states "Where one sprinkler within a representative sample fails to meet the test requirement, all sprinklers within the area represented by that sample shall be replaced."

For more information or to order test kits visit Dyne's website at www.dyneusa.com, email us at lab@dyneusa.com, call us at 800-632-2304, or stop by and talk to us at the Dyne Technologies booth at the NFSA show, #620.

Fire Protection Products Inc. Acquired by Smith-Cooper International

Fire Protection Products Inc. (FPPI) announces the company has been acquired by Smith-Cooper International. By integrating FPPI into its line of business, Smith-Cooper International is strengthening its position, product offering and reputation within the fire protection industry. FPPI's business will continue as a stand-alone business, under the direction of founder and President, Randy Greenslate.

FPPI's company's headquarters are located in Carlsbad, California, and it operates a second distribution center in Charlotte, North Carolina. FPPI distinguishes itself by focusing on superior customer service and operational excellence. FPPI products are

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available exclusively through a network of local distribution partners, and will continue to operate on this policy.

“I am excited to announce that FPPI is now part of the Smith-Cooper family. By combining our forces, we paved the way for an even greater future within the fire protection industry. I am looking forward to working with Jason and his team, and cannot wait to experience the things to come”, says Greenslate.

“Choosing FPPI as an addition to our business felt like the right fit from the beginning. We are confident that both our companies will benefit from this merger and accelerate the impact that we have on the fire protection industry”, adds Jason Hild, CEO at Smith-Cooper.

Newburgh Windustrial Hosts NFSA National Training Program Debut

Newburgh Windustrial, a wholesale supplier of fire sprinkler products and custom fabrication and proud member of the Winsupply family of companies, announced that during the week of January 30 - February 3, it hosted the debut of a new “Blended Learning” training program developed by the National Fire Sprinkler Association (NFSA) at its Newburgh, New York facility. The week-long, in-class style training was just a segment of a much larger, broad based “blended” learning program combining components delivered online as well as the more traditional, hands-on training delivered in a classroom style setting.

Having been an NFSA member for many years and supporting numerous events over that time, Newburgh Windustrial President, Dean Lucas, said “It is a privilege for Newburgh Windustrial to host the launch of this most comprehensive training program for NFSA. It will prove to be extremely valuable to fire sprinkler contractors all over the country as NFSA rolls it out.” He added, “Throughout their history, NFSA has demonstrated an unwavering commitment to improving the fire sprinkler industry. As a supplier member of the Association, we are deeply committed to supporting their ongoing efforts to broaden awareness of the fire sprinkler concept and to educate both within and outside the fire sprinkler industry.”

In ongoing support of NFSA, Newburgh Windustrial and other Winsupply fire protection companies will be represented at the NFSA North American Fire Sprinkler Expo scheduled for May 3-6 at Red Rock Resort in Las Vegas, Nevada

Newburgh Windustrial is a major fire sprinkler system fabricator, fire protection products wholesaler, and one of the largest pipe distributors in the Northeast. For more information, contact David J. Vandeyar, phone: 914.646.3283; email: dvandeyar@windustrial.com.

CST Industries, Inc. Announces Global Covers Manufacturing Center of Excellence

CST Industries, Inc. announced its plans to transform CST’s Global Covers manufacturing footprint by creating a Global Manufacturing Center of Excellence in the Conroe, TX facility. The move consists of investments in the Conroe facility, equipment and people, as well as transferring the manufacturing equipment from the Rincon, GA plant.

The company is expected to begin the Conroe transformation and cease operations at the Rincon, GA facility. “Decisions that directly impact the lives of our associates are extraordinarily difficult,” said Tim Carpenter, CST Industries’ Chief Executive Officer. “The Rincon team is a talented, dedicated and loyal workforce and a solid support base in the Rincon community. We thank them for their hard work. Transitioning away from this facility was not a reflection of the Rincon team, but an appropriate decision and a key piece of our strategy.”

The CST Industries Covers facility in Rincon, GA produces Aluminum Domes and Covers. It currently employs thirty-four associates. CST will consolidate production at the Covers facility in Conroe, TX and will add additional associates and space to support additional volume and production. The company will work with the appropriate agencies and communities to help make the transition for all affected employees as smooth as possible, including providing separating pay and other benefits. •



Left to right: Mark Hopkins, NFSA V.P. of Engineering; John Conway, S&S Fire Protection; Bob Upson, NFSA Manager of Installation Standards; Roland Asp, NFSA Manager of Technical Services; Luis Scolera, W&M Sprinkler; Sarah DeLuca, SRI Fire Sprinkler; Justin Stroller, Absolute Fire Protection; Jim Lake, NFSA Director of Training.

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



The Connecticut Fire Marshal's Association (CFMA) has taken the #firesprinklerchallenge by holding up residential sprinkler heads. The CFMA is challenging all other fire service organizations and sprinkler industry representatives in the United States and beyond, to take the challenge. The goal of the CFMA is to educate new homeowners, building contractors and realtor organizations to "Ask for Them".

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New York Region

DOMINICK KASMAUSKAS
Regional Manager

NEW YORK

Albany NY Inspection Form

Those that perform work in the City of Albany, New York are surely familiar with a form that must be submitted by a building owner after collaborating with the inspecting fire sprinkler contractor upon a fire sprinkler system inspection.

Many questions should arise in the reader's mind at this point. Which inspections; weeklies/ quarterlies? One form per system, what about pumps, etc? For standpipes too? Who fills the form out? What are the liabilities of signing this form? (And therein lies the major issue, liability of what was being signed).

One of the statements, "This is to certify that the above referenced sprinkler system located at the above referenced address in

the City of Albany, NY, has been inspected and found to be in compliance with the Building Code of New York State and the National Fire Prevention Association (NFPA) No. 25" is of concern in that "compliance" is not always how systems are necessarily classified per NFPA 25. The system is inspected, may be tested by one contractor, but what if repairs are handled internally or a different contractor handles the repairs?

This form, which NFSA members and staff have been trying to revise or omit for many years, has recently come into play again. Going back many years, Regional Manager Dom Kasmauskas worked with a previous manager of the city code enforcement to revise it. However, it seemed the form wasn't being asked for and the subject faded. In the last two years, building owners were once again asking the inspectors to fill out the same form again.

Dialogue was opened with the city and NFSA members and Regional Manager Kasmauskas. To move the process along, the NFSA Empire Chapter ITM Committee suggested scheduling a meeting with the director. The plan also included a Lunch-n-Learn for the entire department. Kasmauskas reached out to Jason Webb, NFSA Director of Public Fire Protection, to perform a 2-hour program in February, which took place with several NFSA members in attendance, along with fourteen inspectors and the director from the city.

Jason Webb went over the relevant areas of NFPA 25 for a code enforcement officer, mainly the first four chapters. Many good questions arose and were answered. Points were raised by those in attendance and good discussions took place among the code officers and contractors. The importance of reviewing inspection forms at the properties that each individual official inspects was stressed because this is where deficiencies are listed and need to be followed up with by code enforcement. From the contractors' perspective, this is an issue, and not just in Albany. The issue: inspection after inspection, year after year, identical deficiencies.

Step-by-step, the NFSA and its members have brought forth a concern to the city, opened dialogue to better enforcement, and are now in the process of having a new form for the city put into use with less concern to the contractor.

The goal at this point was to get the new form proposed by the Empire Chapter to be discussed and Kasmauskas was assured by the Director that it will be looked at and taken through the appropriate channels. The Director noted he would be in contact as soon as possible.

The proposed form, which the city is now reviewing, has a closing section for the contractor as follows:

"This is to acknowledge that the above referenced water-based fire protection system located at the above referenced address in the City of Albany, NY, has been inspected and/or tested as per our active contract of this date with the property owner."

"I hereby certify that I have read the instructions and examined this form and to the best of my knowledge the same to be true and correct".

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The committee and the NFSA felt this was appropriate language and hope that others facing this issue can use this new form as a template.

The pursuit continues as of this writing and hopefully the decision-makers of the city will move forward soon with our revision.

During this entire process, Kasmauskas has become aware of several other municipalities in all corners of New York State that also have forms of varying levels of concern to fire sprinkler contractors. They will be addressed as well.

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Mid-Atlantic Region

TBA
Regional Manager

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

Maryland

SB 722 regarding Lightweight Construction is being watched closely. In residential construction, it increases vertical and horizontal fire barrier requirements, limits Type V heights, requires fire watches during construction, requires placards on many structural elements and, if enacted, basically deletes NFPA 13R in the state after Oct 2018. Cost of construction will be increased for residential properties.

Pennsylvania

The Pennsylvania Fire and Emergency Services Institute, along with the Pennsylvania Fire Chiefs, will be working to get a fire sprinkler in the hands of every department Chief to have during media events during emergencies or planned conferences. Former NFSA Regional Manager Ray Lonabaugh is involved in the project. Regional Manager Dom Kasmauskas will be getting a copy of NFPA's special edition Journal from Oct 2016 in their hands as well. This edition, "How We Got Here", covers how we arrived at the "Final Frontier" by celebrating the history of the Home Fire Sprinkler Coalition and its focus on "the most pressing fire issue of our time".

Virginia

The NFSA was present at the Virginia Fire Chiefs' Association Fire & Rescue Expo in February. Regional Manager Dom Kasmauskas staffed the booth for the two-day event and found much interest in

bringing education on fire sprinklers to many areas. Kasmauskas will be following up on arranging these.

Kasmauskas also attended a recent Central Virginia SFPE Chapter meeting. The officers and members in attendance were very pleased that NFSA was present and is looking for a continued bond for education as well as a resource.

NFSA will be participating as a vendor in July at the Virginia Code Enforcement Conference in Charlottesville, where seven state associations work together to provide quality education for state code enforcement officials. NFSA looks forward to being a presenter in 2018 at this event.

West Virginia

Regional Manager Dom Kasmauskas will be attending the West Virginia Public Safety Conference representing NFSA. In discussions with organizers, it is hoped that NFSA will be a presenter in 2018 as well.

Dave Kurasz
Executive Director
New Jersey Fire Sprinkler Advisory Board
North Brunswick

Southeast Region



WAYNE WAGGONER
Southeast Regional Manager

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

Real Estate Developer Receives Award from Tennessee State Fire Sprinkler Contractors Association

The Tennessee Fire Sprinkler Contractors Association (TFSCA) honored Real Estate Developer David Alexander with the Fred Davis Award for his efforts in fire and life safety. Representing TFSCA at the ceremony were President Ken Brinkley and Executive Director Wayne Waggoner, NFSA's Southeast Regional Manager.

The Fred Davis Award was established by the Tennessee Fire Sprinkler Contractors Association to recognize those jurisdictions that have shown their support to the Fire Sprinkler Industry. The award's namesake, Fred Davis, was the fire chief in Nashville, Tennessee from 1980 – 1987, as well as the first executive director of TFSCA. Chief Davis was a perfect example of those individuals that went above the call of duty when it came to promoting fire sprinkler systems.

Like Davis, the recipients of the award have gone above the call of duty to protect lives and property from fire through widespread acceptance of the fire sprinkler concept and in promoting a fire-safe community by making sure that fire sprinklers are installed and maintained in homes to high-rise buildings.

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Alexander, born in Finley, Tennessee, was drafted into the United States Army in 1969 and in 1973, married his wife, Sherry. They have two daughters and three grandchildren.

In 1985, Alexander began a construction company building homes in Rolling Meadows. He also became a real estate broker and started Dogwood Realty.

In the early to mid-1990s, he began developing commercial and residential lots, which became The Farms, and developed The Farms golf course.

Alexander began building condos on Fairway Drive in 2001, as well as apartments in 2015 at The Village at The Farms.

In the past two years, Alexander has incorporated sprinkler systems in nine condos and 24 townhouses, with plans on building 32 additional townhouses within the next two years.



David Alexander (far right) received the Tennessee Fire Sprinkler Contractors Association's (TFSCA) Fred Davis Award in a ceremony on Feb. 2. Pictured (L to R) are TFSCA President Ken Brinkley and Executive Director Wayne Waggoner, DFD Chief Tim Ware, and Alexander.



Present at the ceremony were DFD Fire Training and Safety Officer Capt. John Doyle, Brinkley, Waggoner, Chief Ware, Alexander, City of Dyersburg Alderman Bill Escue, and DFD Deputy Chief Rusty Blalock.

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Florida & Puerto Rico

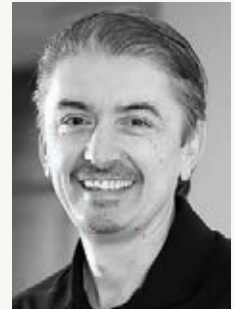
LORRELL BUSH

Regional Manager

FLORIDA, PUERTO RICO

Ognjenovic Named New Area Director

Zarko Ognjenovic, long-standing Florida Fire Sprinkler Association (FFSA) member and past Board President, will now work on the national level as he replaces Alan Wiginton as the Area Director for the State of Florida. Zarko will remain on the FFSA Board, working with issues specific to Florida and representing Florida on a National level. Zarko has been actively involved locally on the Codes and Standards Committee and Legislative Committees and has represented FFSA across the state, teaching classes to clarify issues from an engineering prospective, bridging the gap between engineering, contractors and AHJs.



Zarko joined Milton J. Wood Fire Protection, Inc. in 1995 as a lead fire protection design engineer and a Contractor 1. Prior to joining us, Zarko gained valuable experience providing fire protection design services in Europe. Since that time, Zarko has continued to gain experience on a wide range of government and private sector projects throughout the United States, Europe, Central and South America and Asia, progressing through positions in system design, estimating and project management. Zarko is a member of NFPA, NFSA, Past President of the Northeast Florida SFPE Chapter and Past President of the FFSA Board of Directors. He has a Bachelor of Science Degree in Mechanical Engineering from University of Zagreb, Croatia; NICET Level IV Water Based Systems Layout, NICET Level IV Special Hazard Systems, NICET Level II Fire Alarm Systems and is a licensed Fire Protection Engineer in 12 states.

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Future NFSA Annual Seminar Schedule



- 2018** Marriott Harbor Beach Resort
Ft. Lauderdale, FL / May 2-6, 2018
- 2019** Omni Downtown
Nashville, TN / May 15-18, 2019
- 2020** JW Marriott Desert Ridge
Phoenix, AZ / May 15-18, 2019
- 2021** Cosmopolitan
Las Vegas, NV / May 12-15, 2021

Great Lakes Region



RON RITCHEY
Field Service Coordinator

INDIANA, MICHIGAN, OHIO, WEST VIRGINIA,
KENTUCKY

Bill Introduced in West Virginia Senate

Senate Bill 165 was recently introduced to the West Virginia State Legislature with a proposal to allow local jurisdictions to adopt building and housing codes that are “no more stringent than the state building code.” The State of West Virginia has currently adopted the 2015 IBC as a statewide code, however it allows local jurisdictions/counties to decide whether to adopt the statewide code in its entirety as written or they may choose to not adopt the building code at all. At the present time, only nine of the 46 total counties have chosen to adopt the statewide building code. This new legislation would allow all local jurisdictions/counties to adopt building codes “less stringent” than the statewide code.

NFSA is working in cooperation with other stakeholders to educate and increase awareness of the benefits in adopting model codes that have undergone review and debate at the national level. Fortunately, the West Virginia State Fire Marshal is also opposed to this legislation as presently written. Our NFSA staff has been able to provide information regarding the negative consequences of the costs and increased fire and life safety risks to residents and emergency responders alike in this proposed legislation by demonstrating that West Virginia has improved its ISO Building Code Effectiveness Grading Schedule (BCEGS) over the past ten years.

Any efforts to reduce the code below the minimum established ICC Model Codes could result in a hike in their personal and commercial building insurance rates, a 10%-25% reduction in their National Flood Insurance Program insurance policy rates, and negatively impact the eligibility of West Virginia residents to receive money offered through the FEMA Disaster Recovery Program.

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Illinois Region



BOB TINUCCI
State Coordinator

ILLINOIS

Illinois Fire Sprinkler Contractor Licensing

The Illinois Office of the State Fire Marshal continues to bring fire sprinkler industry stakeholders together to discuss updates and enhancements to the Illinois Fire Sprinkler Contractor Licensing Act, as well as the administrative rules referenced to enforce the act. There have been several meetings over the past year.

The areas under review and discussions include the scope of work included under the general fire sprinkler contractor license. It has been discussed the “one shoe fits all license” may need to be considered under two categories: a fire sprinkler contractor license and a fire pump contractor license. The unique type of work associated with these categories requires different qualifications. The other areas under review are the minimum qualifications for those conducting inspection, testing and maintenance of fire sprinkler systems and to create a sundown clause for those issued a license under the grandfather clause.

Fire Team USA

Fire Team USA is coming to the Illinois-Wisconsin border. NFSA State Coordinators Bob Tinucci (Illinois) and Marty King (Wisconsin) are coordinating this event in conjunction with Gurnee, Illinois Fire Department as our host. The intent is to provide this educational opportunity to both states, as there are limited Fire Team events scheduled across the U.S. The combined event is planned for May 25, 2017.

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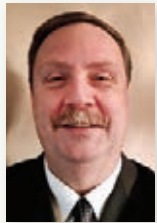
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 #fastestwater 



We are always on the lookout for fresh material of interest to the fire sprinkler industry.
Article submissions from outside sources are always welcomed. Please refer to page 104 for details.

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Wisconsin Region

MARTY KING
State Coordinator

WISCONSIN

Commercial Building Code Adoption

The Wisconsin Commercial Building Code adoption process moved to the next phase. Public hearings were held January 31 in Eau Claire, February 1 in Appleton, and February 2 in Madison. Over 200 people attended the three hearings, most representing the fire service. The vast majority were speaking against the Department of Safety and Professional Service (DSPS) recommendations to change the fire sprinkler threshold for apartments from three back to 21 and changes to the Electrical Code.

Work by our legislative liaison team, along with support from NFSA Wisconsin Contractors, Locals 183 and 669 Business Agents, helped educate the Governor's Office to understand the importance of fire sprinklers in multi-family residential structures. The item was removed by DSPS at the conclusion of the public hearing process. We must continue to show the importance of fire sprinkler system protection within residences and businesses as the #fastestwater. We have found that fire departments are looking at these systems as providing life safety to the occupants and emergency responders. We see that the insurance industry is opening their eyes to the protection (life and property) provided. Consumers are starting to realize that the costs are more than monetary when suffering a fire.

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Minnesota Region

TOM BRACE
State Coordinator

MINNESOTA

Fire Chief: Home Fires Burn Hotter, Spread Faster Through Lightweight Construction Materials

Brooklyn Park, Minnesota Fire Chief, Ken Prillaman, says the north side of the town has grown so much, it looks completely different than it did in 2008 when he was appointed. "With that, comes both an increase in call volume as well as some of these

structure fires where we've got a lot of synthetics and light-weight construction homes which tend to burn hotter and faster," Prillaman said.

Lightweight construction is a term that isn't familiar to all, so Chief Prillaman took a local television station out to the area of his city that saw an 8 percent increase in fires last year to show one reason why.

Prillaman stated that the speed and the spread of fire can destroy a building no matter the cause. "The product (engineered wood) is a great product, as long as there's not a fire," he said.

Prillaman said when using lightweight construction materials, it becomes even more important to install sprinklers in a new home. He said that sprinklers will keep a fire from spreading in the time it takes firefighters to arrive.

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Missouri Region

TBA
Field Service Coordinator

MISSOURI

Missouri Fire Sprinkler Coalition Update

This past November, the Missouri Fire Sprinkler Coalition held a professionally facilitated focus group meeting in St. Louis to expand on a productive dialogue with various stakeholders relating to fire sprinkler installation costs and potential barriers. Stakeholders included water purveyors, home developers, local AHJ's (fire/building), plumbers, fire sprinkler engineers and contractors.

The group identified four action item topics in need of further information and details:

- **St. Louis area database** – intended to outline local AHJ permitting/fee requirements and clearly identify disparities across the region and how to minimize such disparities. Database would include sprinkler contractor contact information who desire to install residential fire sprinklers to ensure quality installations.
- **Pilot Development** – work to identify home builders who have an interest in installing fire sprinklers in future residential developments, identify tradeoffs and other incentives to increase fire sprinkler installations.
- **Insurance Industry Engagement** – the meeting identified a barrier for sprinkler contractors in that their insurance premiums are higher when installing sprinklers in residential homes. Further exploration of this issue will be explored.
- **Contractor Support** – the Sprinkler Coalition committed to

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providing support to contractors/fitters to include expanding the mission of the coalition to facilitate education and productive dialogue with local AHJ's.

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Central Region

TBA
Regional Manager

IOWA, KANSAS

Man Leaps From Unsprinklered Apartment Building to Escape Flames in Coralville, Iowa

One man was critically injured during a fire at an unsprinklered Coralville apartment complex on February 27th. The man caught in the fire and leapt from a second-floor balcony in an attempt to escape the flames, according to the Coralville fire chief.

The chief said the man was taken to a local hospital. At last check, he was in critical condition and on a ventilator but his name has not been released. Two others on an adjoining balcony were able to avoid injury by dangling over the railing and climbing down.

The fire started sometime around 1:00 a.m. As of 2:40, fire crews had contained flames. They were working to determine a cause but Coralville Fire Chief David Stannard said it may have started in one of the kitchens.

Chief Stannard said it was unclear if the smoke detectors went off or not but he said it highlights the importance of having working smoke detectors and sprinkler systems in every building. "We've had a lot of fires where the smoke detector or a sprinkler system has literally saved the people in those buildings and if they're not being used or not working properly they can be devastating to you and your family" said Chief Stannard.

Giedraitis to co-host five Discussion Roundtables throughout Texas in 2017. These five presentations & meetings will allow fire sprinkler companies and local and state fire marshals to discuss NFPA 25 updates; Texas State Licensing & Tagging Rules; Underground Rules and more.

The five presentations are scheduled for the following dates:

February 21, 2017 – Corpus Christi

April 13, 2017 – Odessa

June 14, 2017 – Longview

August 9, 2017 – San Marcos

November 1, 2017 - Dallas

Promoting Fire Sprinkler Saves – Farmers Branch Fire Department

Farmers Branch Fire Prevention Division has recorded over eight fire sprinkler saves within six months. Their success has been featured in several Farmer's Branch Publications. Farmers Branch continues to be one of the top cities in Texas for sprinkler saves in 2016, including a recent fire that was extinguished by a fire sprinkler. The fire, at Brookdale Senior Living Center, in the 13500 block of Webb Chapel, was contained to one room by the operation of a single sprinkler. There were no injuries. Fire Chief Steve Parker said this makes eight sprinkler-suppressed fires his department has responded to in 2016.

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Great Plains Region



ERIC GLEASON
Regional Manager

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

South Central Region



CYNTHIA GIEDRAITIS
Regional Manager

ARKANSAS, LOUISIANA, OKLAHOMA, TEXAS

Texas State Fire Marshal & NFSA Hold Joint Roundtables

The Texas State Fire Marshal has invited NFSA Public Fire Protection's Jason Webb and South Central Regional Manager Cindy

Colorado State Administrative Rules

Colorado State Administrative rules have been updated again for 2017. We shouldn't see another update until 2019. Updates include system tagging for NFPA 25 including a blue repair tag, requirements of an "ITM only" company to register with the state, notification for ITM Service and NFPA 25 inspection, definition of Major Alteration, 60-day windows for license renewals and more. Also in Colorado, there were 60 Inspector/Plan Reviewer/Contractor/Fitter investigated violations of the rules. Fitter and Contractor registrations are up 20-40%, respectively. We are seeing a much-appreciated increase in AHJs requesting fitter registration

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cards on-site and requirements to furnish Contractor registration at the time of permitting.

Utah Fire Sprinkler Summit

Our first fire sprinkler summit happened on March 29th, 2017 at South Towne Expo Center in conjunction with NPEA's Fire Sprinkler Initiative. Also in Utah, several legislative bills in 2016 and 2017 have been stripping away the authority of the Fire Service to implement codes. Keep an eye on HB 248 and HB 241 for more information. One could shift massive amounts of liability to a P.E. or Architect.

Nebraska Updating Codes

Nebraska Is updating to the 2015 iCodes from 2006. We are actively watching whether residential sprinklers will be amended out. Also, in working with Fire Sprinkler Contractors Association of Nebraska, NFSA is anticipating their first contract training course in the second half of 2017.

North Dakota - Another Legislative Session Goes by

We went through another legislative session in North Dakota without being able to have the State Fire Marshal's office be able to review fire plans outside of cities in the state. Stay tuned in 2019!

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with an automatic residential fire sprinkler system.”

For the complete bulletin and for further clarification go to: <http://bit.ly/2mBLVwC>

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Northwest Region



SUZANNE MAYR
 Regional Manager

ALASKA, IDAHO, MONTANA, OREGON,
 WASHINGTON

Washington State Fire Sprinkler Licensing Fund

The Fire Sprinkler Advisory Board of Puget Sound pushed legislation to protect Washington State's fire sprinkler licensing fund from being depleted by paying for fire marshal staff to provide federally-mandated inspections at hospitals. After the bill made its way through the hearing process, the governor's budget office asked all parties involved to reach a compromise; the Department of Health, the hospital industry trade group and the State Fire Marshal Office to agree that all payouts from the sprinkler licensing fund would halt no later than July 1, 2018, or when the Department of Health finalized a rulemaking process to find alternative funding, whichever occurs first. Although this compromise language was agreed upon too late to move forward with the bill in the 2017 legislative session, all parties have agreed, under the direction of the Governor's Office, to work toward this solution so that expenditures from the fund will cease. NFSA will continue working with the various stakeholders as this process continues and are confident that the contractor license fund will be adequately protected moving forward.

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Southwest Region



BRUCE LECAIR
 Associate Director of Regional
 Operations - WEST

CALIFORNIA, HAWAII, NEW MEXICO,
 NEVADA, ARIZONA

California Office of the State Fire Marshal Releases New Bulletin

In January, Cal Fire Office of the State Fire Marshal, Code Development and Analysis Division released a New Informational Bulletin - 17-001 that modifies the California Residential Fire Sprinkler Requirement in the California Residential Code section R313.2.

The bulletin amends the requirements in the California Residential Code section R313.2 in response to legislation chartered in Senate Bill 1069, Wieckowski, Chapter 720, Statutes 2016, amending section 65852 of the California Government Code. The bill allows for an exception to the current codes that “An automatic residential fire sprinkler system shall not be provided for additions of alterations to existing buildings that are not already equipped





National Fire Sprinkler Magazine

The Flagship Publication of The National Fire Sprinkler Association

NFSM Article Submission Guidelines

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

Query

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

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

Feature Articles

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

Writing Guidelines

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

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

Illustrations

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

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

Copyrights

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

Payment

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

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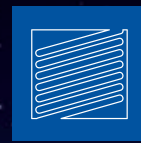
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