

SQ

JULY/AUG 2016 / No. 197

Journal of the
National Fire Sprinkler
Association

**2016 NFSA BUSINESS &
LEADERSHIP CONFERENCE
PHOTO SPREAD – PAGE 35**



2013 MarCom Gold Award Winner



INSIDE THIS ISSUE:

- Two Million Sprinklered Buildings and Counting by Russ Fleming, pg. 31
- Increasing Life Safety and Security in Schools, pg. 19
- New Member Benefits!, pg. 44



LONGER THROW LESS WATER

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LT56 series: 28 ft max

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Reliable

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ON THE COVER

NFSA President Shane Ray (l) and Chair Larry Thau (r) congratulate our Golden Sprinkler Award Winner, Kevin Ortyl.



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Discover Viking's Innovative Storage Sprinkler Line

New options can reduce water supply requirements, enhance racking flexibility, and lower the overall cost of storage fire sprinkler systems.

The latest advancements in ESFR sprinkler technology include Viking's K22 and K28 ESFRs. The UL Listed and FM Approved K22 pendent (Model VK506) enables a lower total water demand in buildings up to 45 ft high with storage heights up to 40 ft. Additionally, Viking's new K28 ESFR (VK514) is UL Listed for 6 ft aisle widths in 48 ft high warehouses with storage up to 43 ft. These new ESFRs are offered in addition to Viking's existing K14, K17, and K25 ESFR sprinklers, as well as the K19 CMSA pendent, all of which can eliminate the need for in-rack sprinklers in many storage arrangements.

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Additionally, the new K11 "ELO" dry sprinklers are FM Approved for storage occupancies and feature a fusible-link operating element, preferred by the food processing and distribution industries.

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The Voice of the Fire Sprinkler Industry

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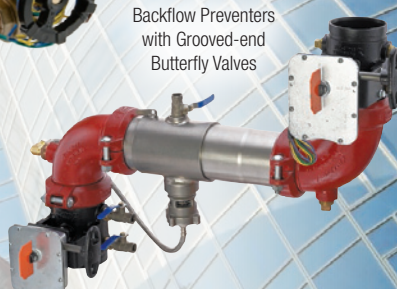
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training calendar

EVENTS OF INTEREST TO NFSA MEMBERS



The Voice of the Fire Sprinkler Industry

June 29

Pumps for Fire Protection
SPOKANE, WASHINGTON

June 30

Rough & Final Inspections of Fire Sprinkler Systems
SPOKANE, WASHINGTON

July 19

General Storage Requirements
ONLINE

July 27

Pumps for Fire Protection
MEDFORD, OREGON

July 28

Sprinkler Protection of Storage
MEDFORD, OREGON

August 1-12

Two Week Layout Tech Training
ORLANDO, FLORIDA

August 15-17

Inspection & Testing for the Fire Sprinkler Industry
CRANSTON, RHODE ISLAND

August 16

Miscellaneous and Low-Piled Storage
ONLINE

September 7

Coordinating NFPA 25 & 72 ITM Requirements
ELMSFORD, NEW YORK

September 9

Coordinating NFPA 25 & 72 ITM Requirements
CONCORD, NH

September 12

Understanding, Applying & Enforcing NFPA 25
BILLERICA, MASSACHUSETTS

September 14-15

Sprinkler Protection of Storage
WATERBURY, CONNECTICUT

September 20

Protecting Palletized and Solid-Piled Class I-IV and Group A
ONLINE

September 27-28

ITM: Navigating through the Liability Minefield
EAST SYRACUSE, NEW YORK

October 17-28

Two Week Layout Tech Training
SEATTLE, WASHINGTON

October 18

NFPA 13, 13R, 13D & 14 Update 2013
SUFFIELD, CONNECTICUT

October 18

Protecting Rack Storage for Class I-IV
ONLINE

November 15

Fire Service Mains & Their Appurtenances
BUFFALO, NEW YORK

November 15

Protecting Rack Storage of Group A Plastics
ONLINE

November 16

Rough & Final Inspections of Fire Sprinkler Systems
BUFFALO, NEW YORK

December 20

Inspecting Storage Occupancies
Online

These seminars qualify for continuing education as required by NICET. Meet mandatory Continuing Education Requirements for Businesses and Authorities Having Jurisdiction. To register or for more information, contact: Michael Repko at (845) 878-4207, E-Mail: seminars@nfsa.org. Or register ONLINE at www.nfsa.org.



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For resources and information with an advocates' perspective, visit www.fireadvocates.org first-person accounts of the effects of fire.

Fire is fast, fire sprinklers are faster!

Congratulations to the Home Fire Sprinkler Coalition as it celebrates its 20 year anniversary!

For all the latest resources for fire sprinkler education visit www.homefiresprinkler.org



and if you are not a "Built for Life" Fire Department, sign up today!



State Coalitions are making a difference across America visit www.firesprinklerinitiative.org to connect with your state coalition!



We Support NFFF Life Safety Initiative #15: Advocacy must be strengthened for the enforcement of codes and the installation of home fire sprinklers.

[@Natfiresprinkler](https://www.facebook.com/Natfiresprinkler) [@NFSA](https://www.facebook.com/NFSA) [#fastestwater](https://twitter.com/fastestwater)

For more info: everyonegoeshome.com



The Voice of the Fire Sprinkler Industry
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A Cause... Not a Job

Shane Ray



Dr. Kevin Freiberg made a statement that resonated with me at the 2016 NFSA Annual Seminar when he said high performing people aren't looking for a job, they are looking for a cause. I have had a professional life-long cause and I'm very thankful I have never had a job since I found that cause.

As I reflect on our Annual Seminar and Business & Leadership Conference, I must share that I am pleased with the new format and challenged by those who addressed our attendees. We were inspired and challenged. That's the sign of a good conference worth our investment of time.

As Chief Tim Sendelbach indicated in his speech, the fire service isn't 100% on board when it comes to fire prevention and fire sprinklers. I am sorry to say that I spent the first 15 years of my own fire service career without being focused on fire prevention or fire sprinklers. I realize now that I was following the norm and not leading the new. That isn't the case now and I am very grateful to our membership for the support. Additionally, I believe we have a cause worth believing in.

NFSA is cause driven and is leading the way to "saving lives and property through the widespread acceptance of the fire sprinkler concept," which, I am pleased to say, is our mission. The Business & Leadership Conference in Dana Point showed the energy we have for the future and the great team of people that will serve our industry to advance the cause. From our pre-conference sessions to the 1st Annual Awards Banquet, the energy was present from members of an industry that has been saving and serving since 1905.

The energy was not only present following our conference, it was present at the recent Board of Directors meeting, held following the Canadian Automatic Sprinkler Association (CASA) conference, in Banff, Alberta, Canada. There was positive feedback at CASA and a lot of major accomplishments at the NFSA Board meeting. We are moving forward with the opening of an office in the Baltimore/Washington, D.C. area that will continue to advance our cause. On July 11, 2016 we will open an office at 514 Progress Drive in Linthicum Heights, Maryland. Stay tuned for a grand opening date and invitation to attend.

The grand finale was the awards banquet, complete with

a packed house turnout. This celebratory event honored the Presidents' Award winners Bob Bachman and Bill Kirkpatrick. It was also an honor to see Chief Ron Siarnicki awarded the Leadership in Public Safety Award, since it was Chief Siarnicki's Executive Fire Officer Applied Research Paper that I utilized to assist me as a fire chief who successfully passed fire sprinkler requirements and also as a basis for the creation of Fire Team USA. What an honor it was to see so many family members present for our Hall of Fame Inductees. The Malek and Worthington families were present for the awards. We want to continue to place prominence on these awards as well as create a place at our future NFSA Headquarters to honor all awardees, especially the Hall of Fame. It was great to have Sonny Scarff present with us as he was inducted into the NFSA Fire Sprinkler Hall of Fame.

The evening culminated with the recognition of the Russell P. Fleming Technical Service Award and the Golden Sprinkler Award. Having Buck Buchanan and Russ Fleming host the event made this portion of the evening even more special. It has been an honor for me to work with the recipients of both awards. James Golinveaux received the Russell P. Fleming Technical Service Award. James has been a guider and supporter not only for the NFSA, but the IFSA as well. Kevin Ortyl has been a long time NFSA member and a respected guider and supporter for me in my short time with NFSA. His recognition as the Golden Sprinkler Award winner is well deserved and he accepted it with the utmost humility.

Thank you for the opportunity to serve this wonderful cause that saves lives and property. I pledge my continuous dedication to the fire sprinkler industry because of our pure mission and the energy you apply to such a noble cause. We are indeed "Growing Strong Together!" The synergy that is in place takes all of us, and it's exciting to think about the future and the lives we will save.

A handwritten signature in black ink that reads "Shane Ray". The signature is fluid and cursive.

Shane Ray, *President*

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2016 Annual Seminar and Business & Leadership Conference – Different and Better

Larry Thau



I'm writing this article following the completion of NFSA's very successful 2016 Annual Seminar and Business & Leadership Conference. Based upon early feedback, this was one of our best attended and highest content seminars yet. This conference used a new format which placed our awards banquet as our finale on the last night of the event. My compliments to Shane Ray, Vickie Pritchett and Jim Lake (NFSA's seminar committee leaders) as well as our other NFSA staff members for their outstanding efforts. They told me this one would be different and better and they delivered. Congratulations to this year's Golden Sprinkler Award winner Kevin Ortyl!

This event was a real eye opener for a host of reasons ranging from the wonderful event venue at the Dana Point California Marriott, to the outstanding seminar content that provided recognized industry leaders, to meeting a number of fire sprinkler luminaries such as Sonny Scarff of Marriott and Chief Ron Siarnicki, Executive Director of the National Fallen Firefighters Foundation. These two gentlemen are stalwarts who "held their ground" and provided unwavering support of fire sprinklers. Sonny required that all Marriott properties worldwide be protected with fire sprinklers. Ron was tenacious in requiring the state of Maryland to universally adopt fire sprinklers.

The high energy, information-packed presentation by Chief Tim Sendlebach was especially impacting as it was the first time, that I'm aware, of our group being addressed by an active member of the Fire Service and Editor-in-Chief of Firehouse magazine. Chief Sendlebach gave us real insight on the evolving and improving relationship NFSA has with the fire service, whose members are being harmed by modern fires at an accelerated rate and the methods available to them are less effective in modern situations. At the same time, their numbers are shrink-

ing. We can and need to help our heroes.

In a class by themselves were the Common Voices Advocates who joined us this time in a talk show format with Vickie Pritchett serving as NFSA's version of NBC's Ellen. Sher Grogg, Rob Feeney and Tina Jordan were able to tell their stories in a much more effective manner directly facing the "public." Their ability to share their stories of personal tragedy and the hope and fulfillment that advocacy provides them humbled all of us in the auditorium. If you recall my reference to NFSA directing more energy speaking to the "empty chair" (those outside our industry who are unaware and misinformed) these individuals are right at ground zero. My personal thanks to all of them.

Another unique perspective was provided by John Barylick, one of the plaintiff's lawyers for the people killed or injured during the tragic Station Nightclub Fire in Warwick, Rhode Island. John is also author of the book Killer Show, which describes the details of the case. His presentation was unconventional for NFSA and was rich with information which we may all have not wanted to hear, but needed to. Fire science and the common use of digital recordings has now reached a point where forensic studies following an incident can enable juries to make informed judgments about the responsibility and conduct of code enforcement, installers, manufacturers, owners and others.

This brings me to our often quoted NFSA objective "To turn adversaries into allies". What is it that all the people mentioned above have in common? They all experienced a period of their lives where they were unaware or misinformed about the benefits of fire sprinklers and could have been described as "adversaries". Wow! How things change after a life altering experience or information from a trusted source sinks in!

>> CONTINUED ON PAGE 10

Six Ways to Grow Your Business like Olivia Pope

For those of you that don't watch, Olivia Pope is a fictional character portrayed by Kerry Washington on the political drama television series Scandal. Pope is a Washington, D.C.-based crisis manager who runs her own firm, Pope & Associates, that specializes in political situations

Know Who You Serve

Olivia knows her clients. She can leverage most situations based on the fact that she knows who she works for and the players on the field. She does her research. Stop now and examine how clear you are in regards of who is your ideal customer.

Pinpoint as many characteristics as you can for your customers: their interests, place in life, aspirations, tastes in music, literature, values, family constitution, etc. You could also get started using online tools like Facebook Audience Insights or even your website's Google Analytics to help you get accurate information on the people who are interested in buying what you're selling.

Explore your audience by setting the stage for conversation and relationship building.

Know Your Worth

Shake your mindset a little and even while hunting, appreciate the power of your tools.

How much of an impact would it have on your business for you to project onto your customers the energy of these words: "I

am very good at what I do. I am better at it than anyone else. And that is not arrogance, that is a fact."

While you don't have to save the forward attitude, having confidence in your work inspires confidence in those who want to work with you. Confidence pays and one of the best ways I know how to do that is lead by example.

Acknowledge and celebrate every single accomplishment in your business-it will help you build momentum and translate that into a business relationship that will appreciate what you have to offer.

Find your Gladiators

As amazing as Liv is, one thing I really admire her for is that she's not afraid to ask for help (an important trait of any business owner). She brings in gladiators and supports them and accepts their support in return.

"I can't leave them - they need me. I'm their gladiator."

Not only does she ask for help, she stands by them loyally. It's Pope & Associates and they're all gladiators. Gladiators are trained to fight and handle the toughest of situations. They don't give up on each other even when they want to. Don't give up on your people. You are their gladiator.

This means training them, mentoring them during the hard times and guiding them when things just aren't quite right.

Let Them Do Their Job

One thing I really admire about Olivia is her ability to let go; once she vets and trains her gladiators, she lets them work

their magic. Once your gladiators are on board, trust their ability. Train them for success and then lead with determination. Don't try to overdrive yourself to manage every single detail, trust your picks and their talents, which is just another way to trust yourself.

Never Give Up... There's Always A Way if You Really Want it

Be ready for challenges, and more than that, be ready to embrace the demand for energy, clarity and poise that hell or high water might bring into your path. Keep your strategies flexible enough for adaptation, whether it's for a sponsor's need, a customer request, an event day change, or a complete market shift.

Yes, failure can happen. But, make failure a possibility that's besides your resolution to find smart and creative ways of making your goals.

Olivia Pope once said, "... if you leap and you try, and it doesn't work out, it's not on you." Even in the midst of a technology break down or after a shaking clash with your strong-willed partner or customers, keep considering your options until an outcome is achieved. Until the result of your effort turns up.

One thing that stands out most to me about Liv is her ability to face an adversary with complete confidence. While she isn't ever without insecurities, vulnerabilities or obstacles, Olivia stands by her beliefs, mission and business. She doesn't let anyone else's doubts or questions falter her belief in her mission.

Make time for you. Just as I drink my own glass of cabernet sauvignon from Jordan Winery or Nickel & Nickel Winery,

from the CHAIRMAN'S DESK

CONTINUED FROM PAGE 9

What if these facts were understood by those presently sitting in the "empty chair"?

Fire will make a house untenable in less than four minutes, the fire service takes five minutes under best conditions.

Most fires are controlled by only one or two sprinklers.

Lightweight wooden framing has half the fire resistance of traditional framing.

Modern fires are far more harmful to our firefighters health.

Modern interior furnishings and packaging burn at over four times the rate of traditional materials.

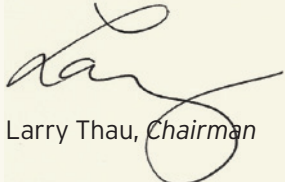
Business interruption from fire is far more expensive than the cost of repair.

The highest technology alarm/smoke detection system only warns.

Progression of most fires is often accelerated by conventional firefighting methods.

Let's all begin to recognize that, at NFSA, the only thing preventing today's adversaries from being tomorrow's allies is their understanding of the information we already have. ①

At your service,



Larry Thau, Chairman

you'll see Olivia indulge in her own glass of pinot or dancing to the sound of the music. "I'm choosing me. I'm choosing Olivia. And right now, Olivia is dancing. Now, you can dance with me or you can get off my dance floor. I'm fine dancing alone." – Olivia Pope.

Make room to pause the push. This tip is meant to underline and bold the importance of taking care of yourself, so you can always show up in your finest for your relationships with customers, sponsors, team, etc. A tip for this: plan on it. Don't wait for the free time to show up on its own or for the struggle to bring you to the ground. Keep yourself in mind as the one who can make things happen and invest in making yourself a first rate version gladiator.

Growing a business is, at its core, about attending to your strengths in yourself, your team, and your market. It's not a hit and miss, it's a build up process-command it.

Use these tips to channel your own Livvie to embrace a little power in growing your biz.

If the fictional Olivia can do it, you can too.

ABOUT THE AUTHOR: Roberto Candelaria is the founder of Sponsorship Boot Camp, Creator of My Crowdfunding Secrets, and author of the International Bestselling book, Relationships Raise Money: A Guide to Corporate Sponsorship. ①

next issue

SQ SEPTEMBER/OCTOBER

Don't miss the next issue of SQ as we explore everything OBSTRUCTIONS!

Public Project Delays

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

I was contacted by a contractor who performed work on a public project which dragged on for years. He wanted to pursue a claim for unanticipated delays in completing the project.

Most public projects contain a no-damage for delay clause in the contract. There may also be a clause which directs that the contractor file a written Notice of Delay in order to obtain an extension of time and preserve any chance of bringing a claim for delay damages. The time frame associated with the Notice is extremely short and may only be two business days after commencement of any condition which is causing a delay in the project.

Moreover, the contractor may be required to provide a written narrative and a supporting schedule detailing the anticipated impact of each change that resulted in the delay. The impact schedule must address specific activities relating to the changes to the scope of the work and must incorporate the present accepted schedule for the project. Each impact analysis must be submitted within 20 working days after a delay occurs or after a notice of direction or change order is issued.

If a contractor does not timely submit an impact analysis requesting additional compensation and/or an extension of time within 90 days after a notice of direction or change order is issued, the contractor will have waived any right to additional compensation and/or extension of time.

If a contractor is seeking delays in a public project, it is essential to understand the time frames and the terms and conditions of the contract. Failure to do so may waive any delay claim.

Never let your lien time run out.

For a free copy of a pamphlet pertaining to payment bond claims and mechanic's liens, please contact Stuart Zisholtz at Zisholtz & Zisholtz, LLP, 170 Old Country Rd. Suite 300, Mineola, NY 11501 tel: 516.741.2200 fax: 516.746.1024 ①

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► Protection for Storage Occupancies

Storage of anything can create a challenging fire in a building. Of course, the fire will vary with the amount of storage, the product being stored, and the arrangement of the storage. This series of programs will discuss the requirements for fire sprinkler protection of storage occupancies. Beginning with requirements that apply in a general fashion to storage protection, there will be a review of terminology including commodity classifications, the variety of arrangements discussed in NFPA 13, and other pertinent details. Then lessons will cover additional details relative to the specific storage such as low-piled storage, Class I through Class IV and Group A piled storage, as well as Class I through Class IV and Group A rack storage.

General Storage Requirements

July 19, 2016

LOUIS GUERRAZZI, EIT

When a building is protecting high piled storage, whether it be a project with solid piled Class II Commodities or Group A Plastics stored on racks, Chapter 12 of the 2016 edition of NFPA 13 will provide the general requirements for the installation. This seminar will highlight the requirements applicable to all storage arrangements and commodity classifications with standardized protection criteria in NFPA 13. Topics include applications, discharge considerations, design methods and protection of idle pallets.

August 16, 2016

Miscellaneous and Low-Piled Storage

ROLAND ASP, CET AND LOUIS GUERRAZZI, EIT

When is storage not treated as storage? When it meets the definition of miscellaneous or low-piled storage. Typically, the requirements of NFPA 13 for the protection of storage are distinct from the occupancy or hazard class requirements of the standard. Miscellaneous and low-piled storage is the exception.

► These specific storage arrangements are protected by the rules found in Chapter 13, which typically reference the occupancy rules and not the storage rules within NFPA 13. This program will show how the provisions of this chapter combine with both the occupancy hazard classification rules and the rules for protection of high-piled storage involving commodity classification. It will also focus on these specific storage arrangements and the protection rules found in Chapter 13, Protection of Miscellaneous and Low-Piled Storage. This presentation will discuss situations where the application of the rules found within Chapter 13 are appropriate and what that application entails.

September 20, 2016

Protecting Palletized and Solid-Piled Class I-IV and Group A

ROBERT UPSON, MS FPE

When many people think of storage, often the first thing they think of is rack storage. This seminar will highlight the other storage configurations - palletized, solid-piled, bin box, shelf, or back-to-back shelf storage. It will focus on NFPA 13, 2016 edition, Chapter 14, Chapter 15, and some of their unique sprinkler protection requirements and challenges. High challenge fires of these storage arrangements require attention to the details of protecting them properly.

October 18, 2016

Protecting Rack Storage for Class I-IV

VICTORIA B. VALENTINE, PE

Rack storage is definitely a high challenge fire scenario. There are many options presented in NFPA 13 for protecting racks. Different ceiling sprinklers, sprinkler inside the racks, variations in configurations including aisle width will all result in different sprinkler locations and demands. This lesson will review the many standardized options available when protecting Class I through Class IV commodities.

November 15, 2016

Protecting Rack Storage of Group A Plastics

ROLAND ASP, CET

The storage of Group A plastic on racks is one of the most challenging fire situations that fire sprinklers can experience. These storage arrangements can promote a severe fire condition which may include a rapid spread of fire with a high rate of heat release. Chapter 17 in NFPA 13 titled "Protection of Rack Storage of Plastic and Rubber Commodities" spells out the acceptable protection options for this extreme fire risk. Chapter 17 gives the layout technician many options including the use of Standard Spray Sprinklers (CMDA), Control Mode Specific Application sprinklers (CMSA), Early Suppression Fast Response sprinklers (ESFR) and in-rack sprinklers.

► This presentation will outline the different acceptable protection criteria and options found in Chapter 17. A thorough understanding of the requirements of this chapter will help the layout technician to choose the most appropriate protection for this challenging storage arrangement.

December 20, 2016

Inspecting Storage Occupancies

JASON WEBB

Storage occupancies have long been segregated from other occupancy hazards for planning their protection scheme. Once a system is in place, it is important that the system is inspected, maintained, and tested over its lifetime. This lesson will review the nuances of inspecting storage occupancies in accordance with NFPA 25.



NFSA Training and Education on NFSA.tv

The Virtual Classroom Offers Learning Opportunities with Flexibility

By James D. Lake

Back in 2011 NFSA launched NFSA.tv a virtual classroom concept. NFSA.tv serves our members by producing live streaming video training and education events on fire sprinkler topics to general audiences. It was created for the purpose of serving our members in three primary areas. First, it provides a dynamic interactive platform for live video training and education events (the virtual classroom). Second, it provides flexibility, all webinars were and are recorded for future access. The recorded webinars are found under the Channels tab on the NFSA.tv page. Third, it provides continuing education units (CEUs). Whether it is a CEU for a state or other certifying organization, or a CPD (continuing professional development) credit for NICET Certification these webinars qualify. Most recently, NFSA has also become a ICC Preferred Provider and the new releases since 2015 are also recognized by ICC.

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Here is an example of the titles in **Contractors Channel**:

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- **Alarms and Initiating Devices**
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- **Sizing Fire Pumps**
- **Calculating Standpipe Systems**
- **Seismic Protection and NFPA 13 Annex E**
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On the **ITM Channel** there are free episodes of ITM Pulse, an interactive talk-show format with industry experts on topics and challenges related to NFPA 25 and inspection, testing and maintenance.

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The 2016 NFSA Annual Seminar Technical Track

By Mark Hopkins, P.E.

The 2016 NFSA Annual Seminar & Business and Leadership Conference offered a technical track for members looking to gain a competitive edge in design, service or ITM. There were four primary technical sessions held Tuesday, Wednesday and Thursday. Technical sessions were interspersed with other general forum presentations that were packed with high energy speakers, providing insightful, thought-provoking perspectives and reminded many of the attendees about why they began working in the fire protection industry.

Understanding, Applying and Enforcing NFPA 25

The week started off with a dynamic full day pre-conference seminar regarding the Understanding, Application and Enforcement of NFPA 25. The seminar was centered around the 2011 edition of NFPA 25, Standard for the Inspection, Testing and Maintenance of Water-Based Fire Protection Systems, as amended by California Code of Regulations (CCR), Title 19, but provided specific requirements important to anyone using the document.

Instructors for this course included Jason Webb, NFSA Director of Public Fire Protection and NFPA 25 technical committee member and Bruce Lecair, NFSA Associate Director of Regional Operations-West and California ITM committee member. Both instructors demonstrated a mastery of the subject matter, which

allowed for meaningful dialogue throughout the day.

Adding to the experience, the seminar was attended by E&S Committee Chairman, Jack Thacker and additional NFPA 25 technical committee members, including; Terry Victor, Top Myers, Wilton Marburger and myself. This allowed for in-depth discussions on a variety of topics.

This seminar was designed for authorities having jurisdiction (AHJs), inspector and contractor members along with guest attendees. Learning objectives for this seminar included: understanding the scope and application; key terms and appropriate tables used for administrative and enforcement requirements of NFPA 25; along with identification of Annex Tables referencing non-compliance; differences between internal inspections and obstruction investigations; impairment procedures and tables indicated procedures for returning systems to service.

New Technologies

The technical track continued Wednesday afternoon with sessions by James Golinveaux and Matt Klaus on New Technologies and NFPA 13-2016 Updates, respectively. Golinveaux started his presentation by describing how and when the equivalency section of NFPA 13 (§1.5) allows for new and innovative products to be used. Golinveaux emphasized this by stating that the prescriptive use of NFPA 13 requirements alone without new technology would simply be like using an old

cookbook. He also identified that related provisions for the use of new technology can be found in the International Building Code (IBC) and International Fire Code (IFC), §104.9, Alternate Materials and Methods.

Golinveaux provided an historical perspective relating to the design of the standard spray sprinkler, which focused water spray downward, comparisons of spray from sprinklers with varying k-factors and operating pressures and development of special application sprinklers. Some of Golinveaux's statements regarding observations made during fire tests caught my attention, such as the fact that higher operating pressure may not always be a good thing. Water spray characteristics change with pressure, smaller droplets are formed and spray patterns are concentrated over smaller areas limiting water application. This is a direct contrast with common installation and design practices where higher than needed operating pressures are often thought to provide added benefit.

Golinveaux discussed the evolution of sprinklers over the past few decades.

>> CONTINUED ON PAGE 16



Mark Hopkins

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

He described how specific needs in the industry led to shaping deflectors to accomplish specific spray pattern needs and the development of special application sprinklers, such as the concealed space sprinkler and the attic sprinkler. Golinveaux also discussed how the Early Suppression Fast Response (ESFR) sprinkler was born as a result of specific storage protection needs. He then discussed the challenges involved in the development of Group A plastics and Class I, II, III and IV commodities curves using base line fire tests.

This transitioned into the question of "What is new?" According to Golinveaux, we should look at what FM Global is doing for the answer. In his view, future versions of NFPA 13 will likely adopt the concept of using a specific sprinkler k-factor and a specified number of operating sprinklers at a given pressure, as opposed to an application density and a design area. This will simplify requirements, moving away from different criteria for different types of sprinklers, e.g. standard spray, CMSA, ESFR and the likes.

Golinveaux introduced some of the new and innovative products currently being manufactured by Globe Fire Sprinkler Corporation, Reliable Automatic Sprinkler Company, Victaulic and The Viking Corporation.

NFPA 13-2016 Updates

The next session in the technical track included a discussion of changes to the 2016 edition of NFPA 13 by Matt Klaus, P.E. of NFPA. Changes included a transition from hard metric conversions to soft conversions (§1.6.3) to help provide clarification in some countries where confusion and misinterpretation have led to very stringent and costly requirements. For example, a hard metric conversion of nominal 4-inch diameter pipe would equate to 101.6 mm, while a soft conversion would be 100 mm. Some foreign AHJs have allegedly been requiring equipment sizes to be upgraded to meet or exceed the actual dimensions of these hard conversion sizes. In order to meet the minimum of 101.6 mm, a 6-inch or 150 mm pipe would be required versus the intended 100 mm pipe.

Other changes included new and updated definitions, which will change or clarify the NFPA 13 Committee's intent regarding some often misunderstood and misinterpreted topics, such as Cloud Ceilings now found in §3.3.5.1 and Small Openings in §3.3.21.

The idea of developing definitions may not sound difficult, but when you have 30 plus experts in any field in the same room and ask them to define something, the discussions can get pretty interesting. The discussions involved in the development of these two definitions led to attempts to develop a definition for a "Concealed Space," which was cumbersome and ultimately was chosen to be excluded by the committee.

Klaus identified that several plastic, elastomer and rubber materials previously classified as Group B (§5.6.4.2) and Group C (§5.6.4.3) materials have been re-classified as Group A (§5.6.4.1) materials, such as natural rubber, Nylon 6 and PVF (polyvinyl fluoride).

Other noteworthy changes identified by Klaus included changes to listing requirements (refer to §6.1.1.6), which require materials and components to be installed in accordance with compatibility information as part of a listing or manufacturer's published information. New defined limitations for extension fittings (§6.4.8), limiting use to a single fitting of 2 inches in length or having requirements for special listing and inclusion in hydraulic calculations.

Klaus discussed the controversial requirement for adding air vents to each wet pipe system utilizing metallic pipe (§7.1.5). The intention of this requirement is to purge air from the systems, limiting corrosion potential associated with trapped air (oxygen) necessary for common corrosion in sprinkler systems to occur. Venting at multiple locations is not required. The dispute regarding this issue centers around the ambiguous requirement found in §8.16.6, which identifies that the vent be located "near a high point" in the system to allow air to be removed.

There were many other significant changes discussed in Klaus' presentation, such as changes to the requirements for installation of sprinklers below obstruc-

tions (§8.5.5.3, also refer to Tech Notes #350), new requirements for the installation of sprinklers with cloud ceilings (§8.15.24.1) added to the standard, based on a National Fire Protection Research Foundation study performed using both large scale tests and computational fluid dynamics (CFD) modeling, protection of glazing (§8.15.26) and alternative protection options for the protection of Class I through IV commodities (§16.1.2.4) using horizontal barriers consistent with the approach of Scheme B previously found in NFPA 30.

Sprinkler System R&R: Retrofit and NFPA 13R

The technical track was rounded out on Thursday, when Russell P. Fleming, P.E. presented on the retrofit installation of sprinkler systems, as well as issues relating to residential occupancies protected using NFPA 13R. On the first subject, Fleming noted that the pace of retrofit initiatives was slowed by the recent recession, but that NFSA is gearing up to again promote the subject with an update of its Retrofit Guide and plans for employing a national sprinkler retrofit specialist.

With regard to the second subject, Fleming discussed the rationale for the development of the NFPA 13R standard, failures, successes and concerns of its place in the future. If all of the residents make it out of the building safely during a fire and there are no firefighter injuries or fatalities, would this be a success?

After more than a quarter century of use, NFPA 13R is being heavily scrutinized. NFPA organized a "Life Sprinkler Systems Challenge" workshop in December 2015 to discuss recent experience with the NFPA 13R standard and recommend possible changes. This workshop was assembled in response to several notable multi-family residential structure fires, including the Edgewood, New Jersey fire in 2015. The property loss in these fires has led to news stories questioning the validity of NFPA 13R sprinkler systems and labeling them as failures. However, it is important to remember the objectives of the standard and why it was developed in the first place. In most cases, what is described as a failure due to loss of prop-

erty is actually a success when viewed according to the number of lives saved and the defined objectives of NFPA 13R as a life safety standard.

NFPA 13R was first issued in 1989 in response to a growing number of state and local efforts to provide requirements in low-rise residential occupancies melding the requirements of both NFPA 13 and NFPA 13D. Fleming described that the NFPA 13R Task Group was charged with the development of a standard for multi-family dwelling sprinkler protection. In essence, a “middle ground” between NFPA 13 and NFPA 13D requirements.

Orientation as a life safety standard, use of residential sprinklers and economic installation concepts were borrowed from NFPA 13D. Needs for working plans, installation requirements and use of local water flow alarm requirements were borrowed from NFPA 13. Life safety and limited property protection are the essence of NFPA 13R with cost effectiveness in mind. It is important to recognize

that the basic level of protection provided by NFPA 13R has not changed in the 27 years since its inception.

Fleming described the rationale behind selecting four stories as the limit for the application of NFPA 13R. The height of four stories was selected since standpipes were required and combustible construction was disallowed above this height. The definition of a story remained with the building code and was not included in NFPA 13R. Within two years after its development, NFPA 101, BOCA National Code, Standard Building Code and The Federal Hotel and Motel Fire Safety Act required or encouraged the use of NFPA 13R.

Changes to the 2016 edition of NFPA 13R permit installation in mixed use buildings but removed clarification text in Annex §A.1.1. The issues are too complicated for a simple discussion in a general article but do suggest that there will be concerns in the future.

The consensus of the “Life Safety

Sprinkler Systems Challenge” workshop was that NFPA 13R is meeting its goal as a life safety standard and that property protection can be provided through the use of NFPA 13 systems. However, other efforts are underway, such as IFC Proposal F172-16, which provides increased protection in attic spaces.

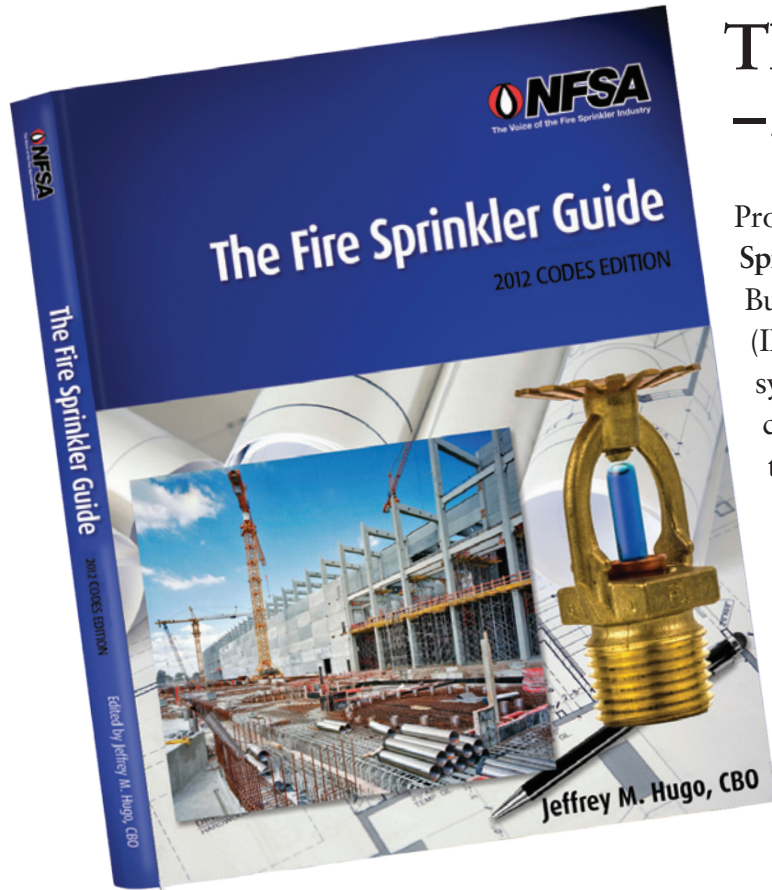
In general, the technical track for this conference provided benefit for all members in attendance and is a statement about the true benefit that NFSA membership offers. Being the first NFSA conference that I attended in its entirety, I felt that I had missed so many previous opportunities to learn so much in such a concise format from some of the best people in the industry. For all of you that attended this event, I hope that you felt the same way. And for those of you that did not attend, we hope to see you at next year’s event so that you can experience this for yourself. ①



James Golinveaux presenting his New Technologies session to a packed house.



The Fire Sprinkler Guide –2012 Codes Edition



Produced by NFSA, the 2012 edition of *The Fire Sprinkler Guide* defines those sections of the International Building Code (IBC), International Residential Code (IRC), NFPA 101 and NFPA 5000, where fire sprinkler systems are required, including partial requirements and construction incentives. The guide includes comparison tables to clarify many of the code requirements. The guide is a valuable tool for architects and engineers, plan reviewers, fire and building inspectors, as well as sprinkler contractors, and serves well as a workbook for students at the NFSA's Design Advantage Seminar.

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Increasing Life Safety and Security in Schools

By Jeff Hugo, CBO

In the current development for the 2018 International Building Code/International Fire Code (IBC/IFC), there are proposed changes to provide uniform door locking hardware for educational occupancies. These changes come at a time when there are many untested, unlisted and complex devices available to school districts to protect students within the school room from outside threats. The door hardware permitted in the proposed 2018 IBC/IFC is similar to hotel door hardware which permits the inside room occupant to lock the door but is openable without any special knowledge. The exterior of the door is locked and would require a key or other approved means to open the door. These devices could protect students and teachers in sprinklered and unsprinklered schools, however their use neglects to address bigger life safety and egress issues. Delaying egress with lockdown procedures addresses modern day security matters, however, many policies and codes appear to lack consideration for additional fire protection for the occupants in the building.

Schools have been the target of the deranged and mentally ill, aiming to injure children and faculty through many different harmful actions. Because of these actions, the occupants of the educational occupancy are sheltered-in-place or locked down, essentially making the school, on a temporary basis, an institutional occupancy by holding occupants against their will and nature to flee from

danger. Institutional occupancies are required to be sprinklered by the IBC/IFC because of the delay and assistance needed to exit the building.

School Lockdown

An active shooter event is becoming too common, but is still a rare event for every school. However, the shelter-in-place or school lockdown is a common occurrence for a typical student. Students can expect to be involved in a locked down school event several times during his or her life. What causes lockdowns? There are typically three categories for schools to declare a lockdown: 1) criminal activity in the community, 2) angry parent or student, 3) terrorism or possible weapon. The first two reasons for lockdowns are the most common and do not usually develop into major media events or harm to the students. Most lockdown events happen without knowledge of the surrounding community. There are many examples why a school frequently locks down. If there is a bank robbery a mile away, or an angry parent without custody shows up to see a child, or a student has a meltdown in the cafeteria and forms a hand into a shape of a gun, the school may go into one of several stages of lockdown. The public is not notified of these events. It is only the third category, terrorism or possible weapons, that usually develops into a media event with casualties and injuries. Regardless, for students and teachers, lockdowns are becoming a nor-

mal part of the school year.

What do school lockdowns have to do with fire sprinkler systems? The essence of a lockdown is to prevent or delay egress. Many school lockdown plans tell students to not leave the room, regardless of activation of the fire alarm system. Building, fire and life safety codes address egress, and when occupants are not allowed to egress during an emergency, there must be something in place to protect the occupants. For institutional occupancies, there are increased staffing levels, smoke barriers, smoke partitions, rated corridors, fire sprinkler systems, etc. to protect the occupants because of delayed egress. Educational occupancies have no additional considerations when egress is delayed and ignoring fire alarms is a dangerous precedent to set, especially when authority figures are detaining occupants within portions of a school.

The school is also the place for the community to gather for emergencies, prior, during, and after events such as tornadoes, floods, wildfires, etc. The use of the school now becomes a shelter with

>> CONTINUED ON PAGE 20




NFSA's Manager
of Codes

Jeff Hugo, CBO

>> CONTINUED FROM PAGE 19

several temporary uses, such as; sleeping areas (R-1), dining, assembly, training (A-2 and A-3), medical (I-2), storage of food and supplies (S-1), and emergency operations (B). Many of these uses in other buildings, or as stand-alone occupancies, have mandatory fire sprinkler requirements.

Schools are great publicly funded projects that reflect the people, arts and progress of the local community. Schools have multiple occupancies and are multiple use buildings that operate many hours of the day and several, if not all, days of the week throughout the year. The local school is one of the more familiar public buildings for the members of the community and hosts many events such as community education, election day polling and sporting events. In short, the public school serves everyone in the community. These new code sections start to address school security, but they take a further step into delaying egress through lockdown procedures without consideration for additional fire protection for the occupants in the building. Later this fall, during the ICC Public Comment Hearing (PCH) and Online Governmental Consensus Vote (OGCV), support NFSA proposals F150 and F158 which increase life safety and security in schools. 

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Operating with the contractor in mind


At FPPI, contractor feedback is valued when product related decisions are considered. Whether it is about

enhancing the product line with a new item or improving the packaging of already established products, the company values and evaluates requests and comments submitted directly to FPPI's Customer Service or passed on by our local distributors. The most recent examples are the introduction of smaller sized Grooved Bronze Butterfly Valves, which are now available in four sizes, 1 1/4", 1 1/2", 2" and 2 1/2" IPS, and new products with Richmond and New York Fire Department threads. These additions to the product portfolio were originally initiated by contractor requests.

Product Kits – currently available for STORZ assemblies, ring gaskets and pressure gauges – are another example of product development based feedback. Contractors often lose time on the job looking for the right parts to finish an installation, or even realize that something is missing to complete the job. Product kits are a convenient way to avoid this disaster, by offering products and accessories that are typically installed together in one package. Also, kits help to protect FPPI items from being damaged during storage or transport. Ring gaskets, for example, are guaranteed to stay in shape and not be subject to creasing or bending that can make the installation difficult for end users.

FPPI is a proud member of NFSA

NFSA delivers an essential service to all members by promoting the lifesaving capabilities of fire sprinklers nationwide, raising awareness for the need of active fire prevention systems and representing our interests on the political stage on federal and state levels.

For its individual members, NFSA offers great opportunities to get in touch with other members, extend professional networks and shape the future of our businesses. The annual conference and the bi-annual expo are two examples of how NFSA brings the industry together. FPPI has been a member and supporter of NFSA since 1990. 

The Suppliers' Showcase feature is available to any NFSA Supplier and/or Manufacturer member in good standing. If you are interested in having your company featured here, please contact Joanne Genadio at genadio@nfsa.org or 845.878.4200 x118. Features will be published on a first come, first serve basis.

Suppliers' Showcase

Fire Protection Products FPPI

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Patrick Dickey, Director of Sales, FPPI



NOTES FROM THE FIRE SCENE

What's Your Cause?

Hopefully, you had an immediate answer to that question and your immediate response was "Fire Sprinklers Save Lives!" If you joined us in Dana Point, California for our Business & Leadership conference, you know that the speakers truly made this event special. Every single presenter brought a unique message and perspective that added to our theme of "Growing Strong Together."

The energy that embraced us all was evident from the entrance of the hotel, where our NFSA logo was spotted in the waterfall, to our closing Awards Banquet, where we honored Kevin Ortyl as our Golden Sprinkler Award winner, along with many others! Motivation to stretch outside our norm was everywhere and I believe it's safe to say we all left inspired and ready to embrace the world with new ideas that include innovation and the spirit to make it happen.

Speaking of having a cause and understanding innovation, Dr. Kevin Freiberg, internationally renowned, award-winning author and business & leadership expert, shared a message that still resonates with me daily. He asked questions that made us think and challenged us to be continual learners. Why you ask? Because learning never ends. We were in for a learning opportunity like no other with Dr. Freiberg as he shared with us in Dana Point. He has made a career out of equipping leaders for a world of change and he certainly did that for NFSA members & staff in attendance.

We learned how to:

- Accelerate Innovation.
- Build an organization that is hungry for change.
- Create a culture where impassioned people show up to work every day; fully awake, fully engaged and firing on all cylinders.

Over 800,000 copies of Dr. Freiberg's books have sold worldwide. They introduce you to gutsy, go-for-it leaders who err on the side of optimism and dare to dream big. Dr. Freiberg loves to share



about go-getters. The kind of people who fill a room with energy, draw the best out of others and do things others say can't be done.

You should probably know this guy has made a few enemies!

His enemies include: Complacency and indifference. Inflexibility. Unquestioned assumptions. Dead People Working™. Entitlement. Talented people who make excuses and act like victims. Self-important, arrogant bosses. Fear-based cultures. Bureaucracies that choke passion, imagina-

tion and initiative. Terminal seriousness. And, people who are preoccupied with precedent and held hostage by history.

Dr. Freiberg challenged us to stop making excuses and encouraged us to blow the doors off business-as-usual! With his stories of other successful companies and organizations, he raised our awareness to key things we can do every day to grow our association and the respective businesses that make up the fire sprinkler industry. As we drafted our own "cause statements," we all were able to frame a new perspective for our work and the cause we all share that will save lives.

As we left California many of us were already thinking of when we will be together again... and let the countdown begin to the **2017 NFSA Annual Seminar and North American Fire Sprinkler Expo!** Mark your calendars for **May 3-7, 2017**. We will be at the Red Rock Resort in Las Vegas, and we are already busy booking more awe-inspiring speakers, including Dr. Freiberg and his wife Jackie. We are in for a fantastic opening general session. Jack Stack will close us out on Saturday. The best is yet to come! 🕒



Director of Outreach
& Government Relations

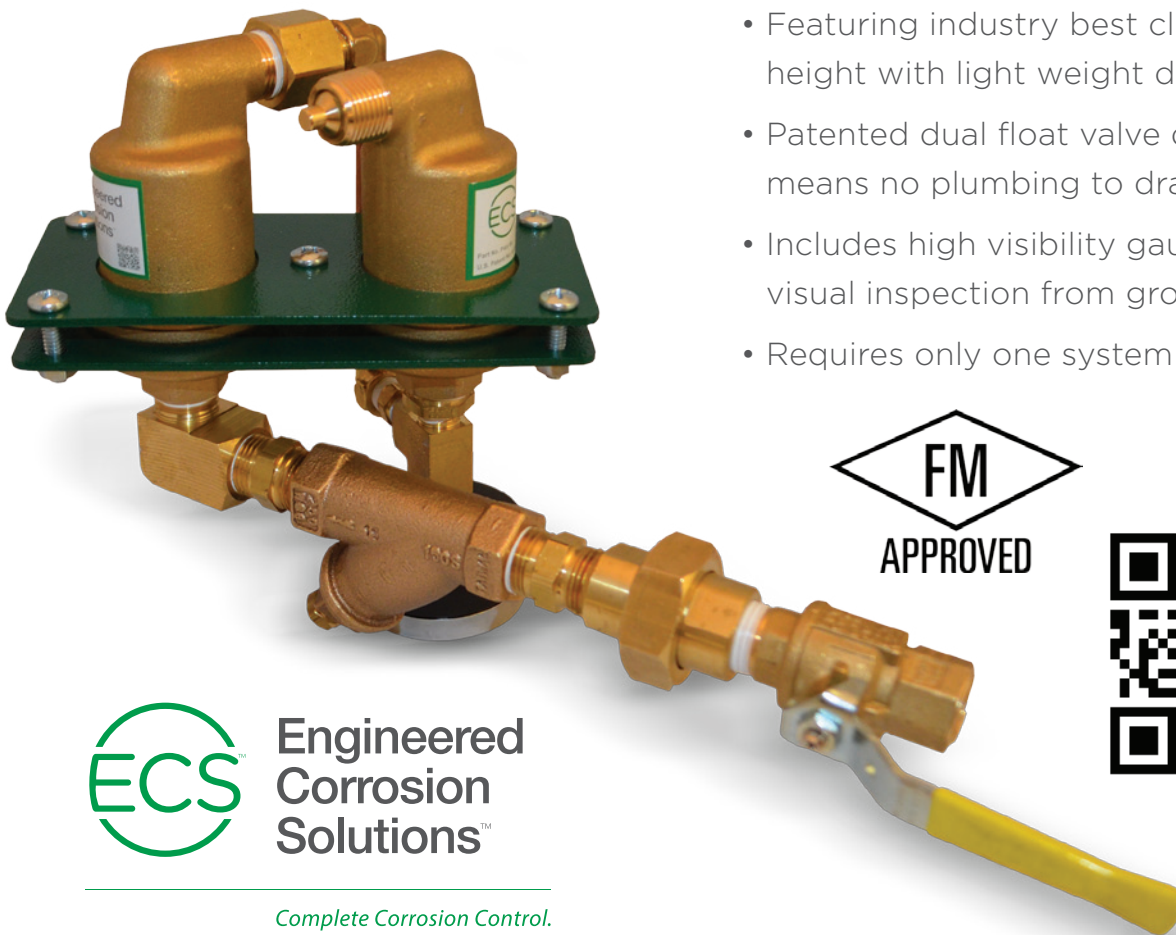
Vickie Pritchett

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NFPA 25 Definitions – Part One in a Series

By Jason Webb

In many of NFSA's training courses, we speak of the importance of definitions. Rarely are they more important than when it comes to how NFPA 25 is applied. With that standard, the use of the wrong term can lead to anything from a minor misunderstanding to opening the contractor up to major liability. As we repeat in the Navigating the ITM Liability Minefield class, "words matter"! In this first installment in a series on definitions, we'll take an overall look at NFPA 25 definitions and how Chapter 3 is one of the most critical in the standard.

If the number of terms defined is any measure of the importance, consider that the first edition of NFPA 25 (the 1992 edition) defined a total of 77 terms. In the 2014 edition, that number has grown to 139. As the use of NFPA 25 becomes more widespread, it can only be assumed that this number will continue to grow making understanding the terms, and their context in the ITM process, all the more crucial.

Definitions can be found primarily in Chapter 3 of NFPA 25 and most other NFPA standards. Much of the information in Chapter 3 is pretty straightforward. After all, definitions are definitions. Understanding the first section of that chapter is important though, as it establishes how the definitions apply to the standard. For some of the terms to make sense, they have to be defined as they are used in NFPA 25. For example, the term fire

pump is defined by both NFPA 25 and NFPA 1901 (the Standard for Automotive Fire Apparatus). But the way they are used in those standards certainly varies. In NFPA 1901, the fire pump is "mounted on a fire apparatus."

Chapter 3 also explains what to do when terms are used in the standard but aren't defined in the document. In the case of the 2014 edition of NFPA 25, section 3.1 refers you to Merriam-Webster's Collegiate Dictionary, 11th edition. An example of a term that is used in the standard and can have an effect on its application, but is not defined, is the term "accessible". The dictionary defines it as "capable of being reached." In order to apply the term correctly, section 3.1 states that it is to be "within the context" in which it is used, and defined as stated above.

Chapter 3 also defines certain terms as "NFPA Official Definitions". These are terms that are used throughout most NFPA documents (including NFPA 25) and are intended to have the same meaning regardless of in which standard or recommended practice they appear. These terms include approved, Authority Having Jurisdiction, Listed, Shall, Should, and Standard. For those definitions, refer to 3.2.1 through 3.2.6 in NFPA 25-2014.

There are also terms sometimes used either verbally or in writing during the inspection, testing and maintenance process that are neither defined in the standard, or are intended to be used in

the context of ITM. The most common of these is the term "service," as in "we're here to service your sprinkler system," when in fact, the technician is there to perform inspections or tests. While most sprinkler contractors perform service, it is usually as a result of a problem found during an inspection or a test. Using this term out of context can lead to an expectation by the owner that more should have been done than actually was agreed upon.

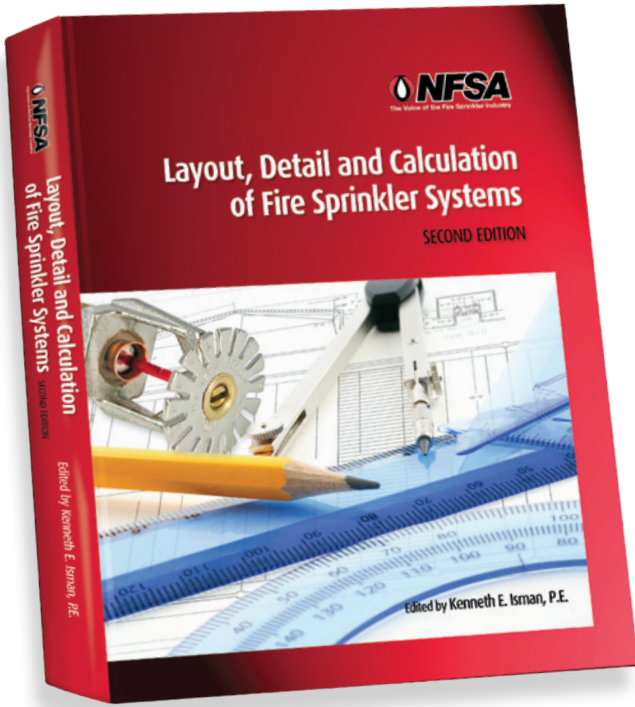
The remainder of the definitions in Chapter 3 are related to systems, components, tasks and conditions found. Over the next several editions of SQ, we will explore some of the commonly used, and misused, terms that are defined by NFPA 25. As stated earlier, words do matter and all the stakeholders in the ITM process benefit when there is a clear understanding of how and why certain terms are defined. ①



Director of Public
Fire Protection

Jason Webb

2nd Edition of Layout, Detail and Calculation of Fire Sprinkler Systems



The NFSA announces the publication of the 2nd Edition of its popular textbook, *Layout, Detail and Calculation of Fire Sprinkler Systems*. This newly revised hardcover textbook has been updated to reference the 2007 and 2010 editions of NFPA 13 with more examples and student exercises and new chapters on contract issues and stocklisting. This text remains the most complete book ever written for the fire sprinkler engineering technician and it's available now!

Written by the NFSA Engineering Department staff and edited by Kenneth E. Isman, P.E., Vice President of Engineering, this text covers every aspect of determining the necessary details for a fire sprinkler system including: hazard classifications, sprinkler spacing, hanger and brace requirements, hydraulic calculations, water supplies, pumps and tanks. The text also contains a review of basic math and physical science that is helpful in understanding the scientific principles behind the requirements that need to be followed.

This text makes an excellent self-study guide for the NICET Automatic Sprinkler Layout and Detail certification program and covers all of the work elements necessary to achieve Level 2 certification and many of the elements needed to achieve Level 3 and Level 4 certification. Even if you are not studying for a NICET exam, this text makes an excellent self-study guide for anyone wanting to know more about fire sprinkler systems.

The text retails for \$95 (plus S&H) to members of the NFSA and \$145 for non-members (plus S&H). To get your book, fill out the following form and return it with your payment.

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Two Million Sprinklered Buildings and Counting

In a *Technically Speaking* article published in NFSA's Sprinkler Quarterly in 1982, I took a crack at estimating the number of sprinklered buildings in the country. The U.S. Department of Energy had published an estimate of the nation's stock of nonresidential buildings, a total of 4,238,000 buildings. My article estimated the percentage that were sprinklered in each category using personal judgment, with some help from consultants for certain key industries like healthcare. The end result was an estimate that there were 555,000 sprinklered buildings

It takes the Department of Energy three years to publish the data it collects, which is based on interviews, since it is mainly focused on details of energy uses. The first such survey actually took place in 1979, and the most recent was in 2012, now termed the Commercial Buildings Energy Consumption Survey, the results of which have again been recently published. Over that 33-year period the DOE reports that the number of commercial buildings has increased from 3.8 million to 5.6 million, while the amount of commercial floorspace increased from 51 billion to 87 billion square feet. Buildings have gotten larger, such that commercial floorspace has grown more rapidly than the number of buildings.

One major difference in the survey over the years is the change from nonresidential buildings to commercial buildings, eliminating the category of industrial buildings. The 1982 table also included a

figure for multi-family dwellings, source unknown, which was probably understated by a factor of ten, but since the estimate was only 1 percent sprinklered, it was not a significant factor. It was not until the mid-1980s that residential high-rises began to be sprinklered, and not until the availability of NFPA 13R in the early 1990's that the model codes began to require sprinklers in low-rise multi-family residential.

To some extent any analysis of the number of sprinklered buildings is deceptive, since the average nonsprinklered building is smaller than the average sprinklered building. The DOE reports that nearly three-fourths of all commercial buildings are 10,000 sq ft or smaller, which would put them below the traditional size thresholds for model building code requirements for sprinklers in mercantile, storage, office and educational occupancies.

Newer buildings tend to be larger than older buildings. The average building size for those constructed prior to 1960 was 12,000 sq ft, the average size for a building constructed between 1960 and 1999 was 16,300 sq ft and buildings constructed in this century so far average 19,000 sq ft. This trend has benefited the fire sprinkler industry. The DOE notes that the increase in building size can be attributed to changes in function and population shift, but also changes in what consumers want. Four building types that show a statistically significant increase in size when pre-1960 buildings are com-

pared to post-1999 buildings are health care facilities, hotels, retail (the trend toward big box), and religious worship facilities (megachurches).

To be able to make comparisons with the 1982 analysis, estimates were needed for the missing DOE categories, i.e. totals for industrial and multi-family residential buildings. The U.S. Environmental Protection Agency administers an Energy Star program for commercial and industrial facilities. While citing the DOE number of 5.6 million for the number of commercial buildings, its "Facts and Stats" publication also notes that there are 346,000 industrial facilities in the country.

Estimating the number of multi-family residential buildings is more difficult, since that market is sometimes based on the number of residential living units, sometimes on the number of residential buildings, and sometimes the number of properties. A 2013 survey conducted by the Census Bureau for the U.S. Department of Housing and Urban Development indicated there were 2.25 million multi-family rental properties in the United States, of which 1.64 million

>> CONTINUED ON PAGE 32



Russ Fleming is currently the Senior Advisor to the President of NFSA.

Russell P. Fleming, P.E.

» CONTINUED FROM PAGE 31

consisted of a single apartment building. There were nearly 100,000 properties with 20 or more buildings. They found the average turns out to be 2.5 buildings, resulting in a total number of multi-family residential rental buildings that coincidentally matches the number of commercial buildings, i.e. 5.6 million. While sometimes "multi-family" is defined as a building with more than four residential living units, this study included 2 and 3-unit multi-family units.

Of course, the above number does not include owner-occupied multi-family residential buildings. A 2009 survey by the U.S. Energy Information Administration indicated that 16.5% of the 2 to 4-unit properties and 12.0% of the 5-unit or more properties were owner-occupied. So, using an average of 14%, we are estimating the total number of multi-family residential properties to include 6.4 million buildings.

With regard to the percentage of each type of building sprinklered, we now have the advantage of a tool not available in 1982. Dr. John Hall, Jr. the former Vice President of Research for the NFPA, prepared a series of reports entitled "U.S. Experience with Sprinklers," the most recent of which was published in June of 2013. By surveying the national fire incident data, the report includes an estimate of the percentage of each type of occupancy that is protected with sprinklers. During the period of 2007 through 2011, sprinklers were only present in 10% of all reported structure fires, but the percentage by occupancy varies significantly, with the low being single-family detached homes, still only 1.9% in 2009.

In Hall's report, wet pipe systems outnumbered dry pipe systems by a factor of ten to one. The major property classes with the largest share of dry pipe systems were passenger terminals (within assembly) at 25%, all storage facilities (24%), and warehouses excluding cold storage (20%).

The table shows the updated estimate of the total number of sprinklered buildings in the United States, a snapshot from around 2012. It is worth noting that while the DOE report indicates the total number of buildings in the country nearly

ESTIMATED NUMBER OF SPRINKLERED BUILDINGS IN THE US (2012)


OCCUPANCY	NO.	% SPRINKLERED (millions)	NO. SPRINKLERED (millions)
Public Assembly	0.93	23%	0.214
Service	0.62	19%	0.118
Education	0.39	36%	0.140
Food sales or service	0.56	23%	0.129
Health care	0.16	57%	0.091
Lodging	0.16	52%	0.083
Office	1.00	33%	0.330
Multi-family dwellings	6.40	6%	0.384
Retail	0.60	30%	0.180
Warehouse/Storage	0.80	4%	0.032
Other	0.13	--	--
Vacant	0.30	--	--
Industrial	0.35	48%	0.168
Totals	12.40		1.869
TOTAL ESTIMATED SPRINKLERED BUILDINGS = 1,869,000			

doubled from 1979 to 2012, the number of sprinklered buildings more than tripled, to about 1.87 million. If the number of multi-family residential properties is assumed to have roughly kept pace with commercial properties over the years, this means that the percentage of sprinklered buildings has increased from less than 8 percent in 2002 to over 15 percent today.

(SEE CHART ABOVE)

So, if the total number of sprinklered buildings, exclusive of single-family dwellings, was about 1.87 million in 2012, what is it today? While the economy has not been especially robust, new construction has continued. Some new sprinklered buildings have replaced older sprinklered buildings during that time interval, but some retrofit has also taken place in the past few years, including nightclubs, college dormitories, fraternity and sorority housing, and the completion of the

federal nursing home retrofit program in 2013. Even a straight-line projection of the increase between 1979 and 2012 would indicate that the total number of sprinklered buildings surpassed the 2 million mark earlier this year.

The DOE report indicates that half of the existing stock of commercial buildings was built prior to 1980, when building codes did not contain the strong fire sprinkler requirements they do today. As such, there should still be plenty of opportunity for sprinkler retrofit. Geographically, while the south now has the largest number of commercial buildings, the stock of the oldest buildings, those constructed prior to 1960, is fairly evenly divided between the northeast, midwest, south and west. So there are opportunities for all. 

Russ Fleming is the NFSA's former president and current Senior Advisor to the President.

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	✓ File No. J.I. 3015153	✓ File No. J.I. 3015153	✓ File No. 3033795, 3/8" and 1/2" dia. pipe hanger components for automatic sprinkler systems	✓ File No. 3033795, 3/8" and 1/2" dia. pipe hanger components for automatic sprinkler systems	✓ File No. 3038104 Pipe hanger components for automatic sprinkler systems	✓ File No. 3038104	✓ File No. 3015153	✓ File No. 3015153	✓ File No. 3042006	✓* File No. Pending
	ESR-3657 for Steel Deck in Cracked & Uncracked Concrete	ESR-3657 for Steel Deck in Cracked & Uncracked Concrete	ESR-2818 Cracked & Uncracked Concrete	ESR-2502 Cracked & Uncracked Concrete	ESR-2272 Cracked & Uncracked Concrete	ESR-2526 Cracked & Uncracked Concrete				ESR* Cracked & Uncracked Concrete
	✓	✓	✓	✓	✓	✓				✓*
										
	Bang-It™	Wood-Knocker™	Power-Stud+® SD1	Power-Stud+® SD2	Snake+™	Vertigo™ +	Steel Vertigo™	Wood Vertigo™	Smart DI+®	Hanger Mate+
	Cast-in-Place Insert for Concrete Over Steel Deck	Cast-in-Place Insert for Wood Forms	Wedge Expansion Anchor for Concrete	Wedge Expansion Anchor for Concrete	Internally Threaded Self Tapping Anchor for Threaded Rod	Rod Hanging System for Concrete	Rod Hanging System for Steel Base Material	Rod Hanging System for Wood Base Material	Drop-In	Rod Hanging System for Concrete 1/4" Thread Profile vs. 3/8"

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Fire Sprinklers Save Lives

NFSA'S 2016 BUSINESS & LEADERSHIP CONFERENCE A HUGE SUCCESS!



NFSA's Business & Leadership Conference was held at the beautiful Laguna Cliffs Marriott in Dana Point, California, May 3-6. Highlights of the week, which revolved around the theme **"Growing Strong Together,"** included national speakers Dr. Kevin Freiberg, Chief Tim Sendelbach and John Baryllick. Attendees also enjoyed a "Fastest Water" talk show that showcased advocates of the Common Voices Coalition.

"Our NFSA board through its Seminar Committee outdid itself this year, and the reviews confirm it," explained NFSA President Shane Ray. *"We have many positive things going on within NFSA, and this event set the tone for continual improvement."*

"I am especially proud of our NFSA team during this time of transition," added NFSA board Chairman Larry Thau. *"This team has an energy and a focus determined to turn adversaries into allies with lives saved in the process. It's always good to see the progress made and also to plan for the future."*

"This is the best conference I've been to in 25 years within our industry," added Bruce LaRue, NFSA board member and Potter Electric executive. *"The key to this conference was the format. It just clicked from the presenters to having the awards as a closing banquet. It worked! Dr. Kevin Freiberg provided us information that challenged us in a way that we've never been challenged before."*

Freiberg is the internationally renowned author of **"Nuts, Guts, Cause"** and other leadership and management books, with over 800,000 copies sold. He focused his comments on the fire sprinkler industry, with meaningful connections to our service to all stakeholders. The editor-in-chief of Firehouse Magazine, Sendelbach brought energy to a new level as he challenged us to engage our stakeholders and not take for granted that they all understand the benefit. John Baryllick, ESQ Property Title, gave us a dose of reality with today's legal society and how the events of the Station Nightclub tragedy changed lives and companies.

The week concluded with another first, and that included having all awards presented during the Awards Banquet on Friday evening.

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 advancing the fire sprinkler industry. This year's recipient was Kevin Ortyl, chairman and CEO of The Viking Group.

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Ortyl has served on the NFSA board of directors for more than 27 years and has chaired several NFSA committees and initiatives over this time. In honoring him with the Golden Sprinkler Award, the NFSA Awards Committee noted his leadership in promoting the growth of the industry as well as his contribution to driving a greater acceptance of fire sprinklers overall. NFSA board member Buck Buchanan also shared that Ortyl was also the first chairman of the Suppliers and Manufacturers Council (SAMs) of the NFSA.

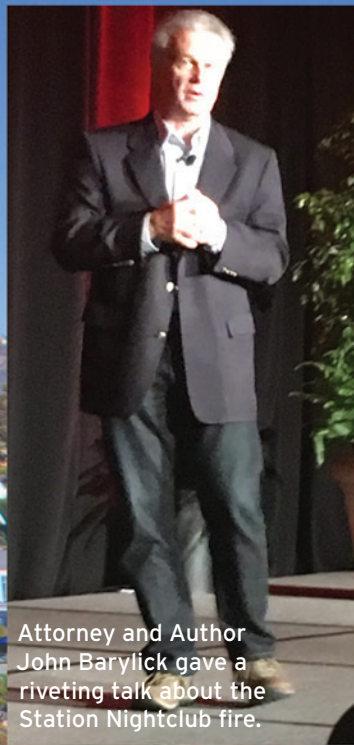
The Russell P. Fleming Technical Service Award is the highest technical award, and was presented to James Golinveaux. During his employment with Central Sprinkler and Tyco Fire Products, he was a leading figure in the new technology movement and the NFSA Engineering and Standards Committee, and has been a major contributor to the efforts of the NFPA Sprinkler Committee. He has recently served as a member of the NFPA Standards Council. Golinveaux was especially grateful that Russ Fleming presented the award to him.

The Leadership in Public Safety Award is the NFSA's highest award to a fire official or advocate and was presented to Chief Ronald J. Siarnicki, executive director of the National Fallen Firefighters Foundation. Siarnicki was instrumental in the fire sprinkler requirements in residential occupancies in Prince George's County, Maryland, one of the largest jurisdictions with the requirement. He was also actively engaged in the recent Maryland challenge, maintaining the statewide fire sprinkler requirement.

Shane Ray presented the Presidents' Award to two individuals recommended by members and staff who have been great allies to the fire sprinkler industry. This year's recipients were Bob Bachman and Bill Kirkpatrick. Bachman is a leading structural engineer who has worked with NFSA on the NFPA 13 Earthquake Protection Task Group and was a charter member of the NFPA Technical Committee on Hanging and Bracing when it was formed in 1997. Kirkpatrick, retired director of the East Bay Municipal Water District, provided leadership and support during California's State Residential Sprinkler Requirement and the Discharge for Water-based Fire Protection Systems BMP.

The evening was highlighted with inductions into the NFSA Hall of Fame. Buchanan inducted the Hall of Fame members with many family members present. The following individuals, who have contributed nearly all their working lives and beyond to improving the fire sprinkler industry, were inducted as the Class of 2016:

- | | |
|------------------------|---------------------------------------|
| Claude Chafin | SECURITY FIRE PROTECTION |
| Ray Malek | GRUNAU/STAR/STARFIRE |
| Charlie Miner | AUTOMATIC" SPRINKLER CORP. OF AMERICA |
| Ed Rumble | |
| Sonny Scarff | MARRIOTT INTERNATIONAL |
| Bob Worthington | GLOBE FIRE SPRINKLER |



Attorney and Author John Baryllick gave a riveting talk about the Station Nightclub fire.

2016 NFSA BUSINESS & LEADERSHIP CONFERENCE

DANA POINT, CALIFORNIA



President's Award Winner Bob Bachman (4th frm r.) and family are joined by NFSA Chair Larry Thau (r.) and Russ and Kathy Fleming.



NFSA North Texas Chapter President David Welcher and wife Cheryl of Automatic Sprinkler of Texas.



Golden Sprinkler Award Recipient Kevin Ortyl with wife Patti and daughter Sarah.



James Golinveaux presenting his New Technologies session to a packed house.



NFSA President Shane Ray presents Bob Bachman with the NFSA President's Award.



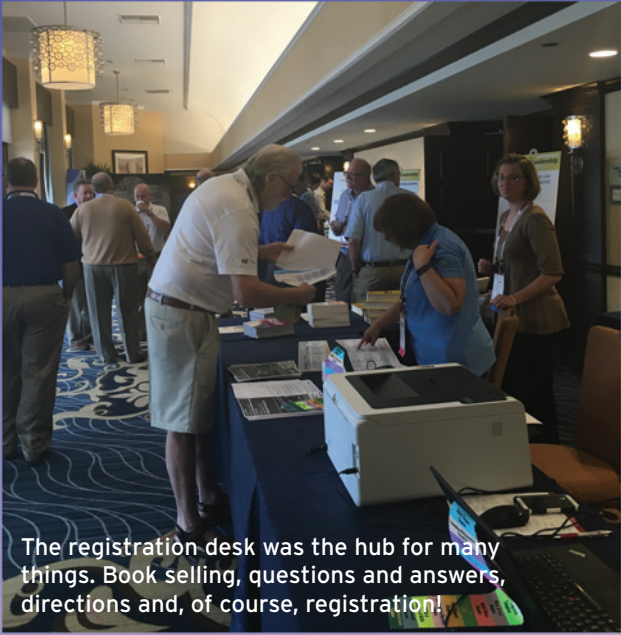
Leadership in Public Safety Award Recipient Chief Ron Siarnicki (l.) with Hall of Fame Inductee Sonny Scarff (r.).



Spouses enjoy silk scarf painting and a glass of wine on the lawn overlooking the Pacific.



The grounds of the Laguna Beach Marriott provided a sumptuous backdrop to the Business and Leadership Conference.



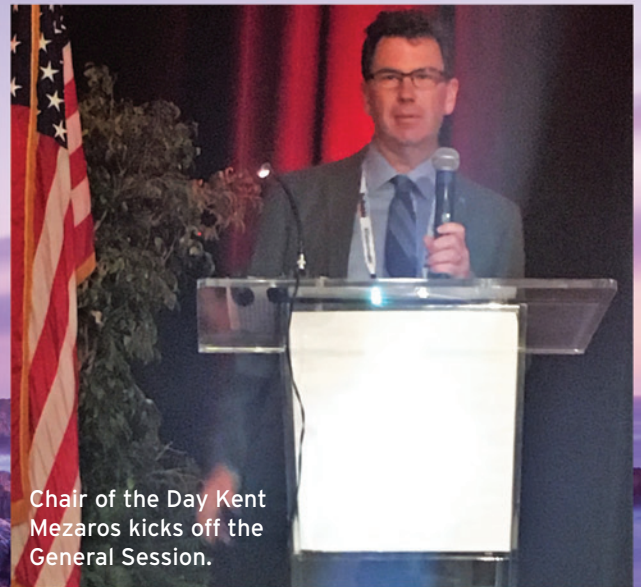
The registration desk was the hub for many things. Book selling, questions and answers, directions and, of course, registration!



NFSA President Shane Ray addresses the General Session.



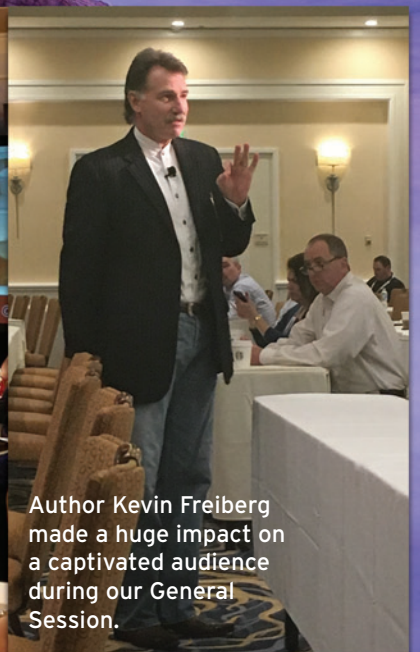
Vice President of Field Ops Jim Lake facilitates one of our most popular sessions, The Chapter Leaders Forum.



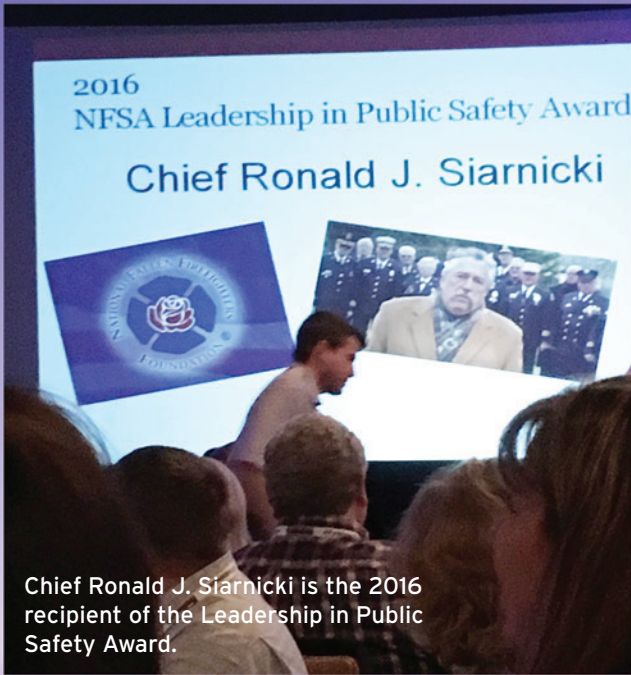
Chair of the Day Kent Mezaros kicks off the General Session.



A packed house attended the General Session to hear Kevin Freiberg speak.



Author Kevin Freiberg made a huge impact on a captivated audience during our General Session.



Chief Ronald J. Siarnicki is the 2016 recipient of the Leadership in Public Safety Award.



Russ Fleming presents James Golinveaux with the 2016 Russell P. Fleming Technical Service Award.



Viking's Kevin Ortyl, the 2016 recipient of NFSA's Golden Sprinkler Award.



NFSA's Vickie Pritchett presents Chief Ron Siarnicki with the Leadership in Public Safety Award.



James Golinveaux is the 2016 recipient of the Russell P. Fleming Technical Service Award.



NFSA Chair Larry Thau addresses the crowd during the General Session.



Vickie Pritchett, our own Ellen DeGeneres, interviews Common Voices Advocate Tina Jordan.



Jane Fayland (l.) and Margaret Thau enjoy silk scarf painting on the lawn.



Vickie Pritchett and Sonny Scarff present the Laguna Cliffs Marriott staff with the Rest Assured Award.



The food at the opening reception got 5 star reviews, as evidenced by this delicious morsel from the sea.



Bob Worthington was honored with induction into the 2016 NFSA Hall of Fame.



Bodo Mueller (l.) and Juergen Teschner (r.) of the Job Bulb Company of Germany.



Ray Malek's family accepts his Hall of Fame Induction Award.



The weather couldn't have been more perfect for our outdoor opening reception.



(left to right) NFSA's Tom Brace, Eric Gleason, Suzanne Mayr and Jeff Hugo waiting to catch a wave in the hotel lobby.



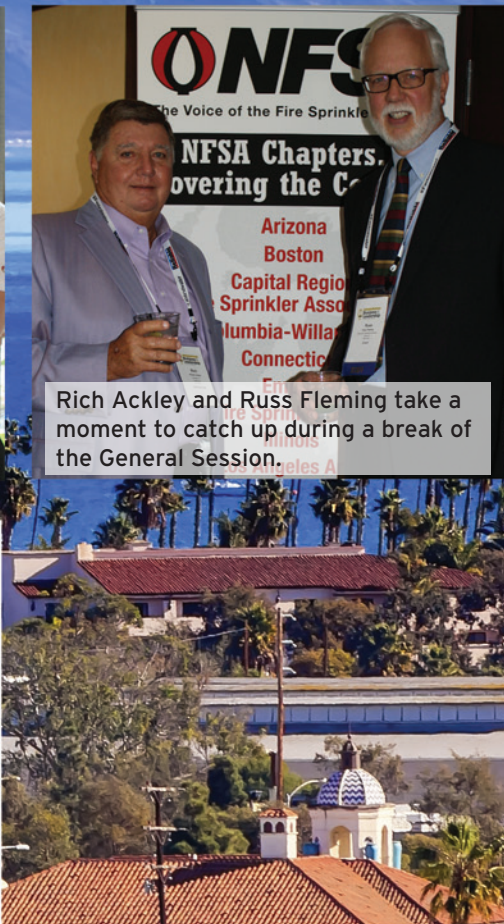
Louis Guerazzi (l.) and Roland Asp (r.) of NFSA's Engineering Department stand at the ready to assist attendees.



Rich Ackley and Russ Fleming take a moment to catch up during a break of the General Session.



(left to right) Tom Multar of Reliable, Marvin Heath, FOGG Fire Protection Consulting, Cary Wiley, Apollo Valves and Jim Blackburn, Fire Systems West, Inc.



Conor Kauffman, of NFSA's Future Leaders Committee holds the winning (he hopes) ticket for the raffle at the golf outing!



Golden Sprinkler Award Winners (light to right) Tom Groos, Kevin Fee, Kevin Ortyl and Rich Ackley.



First place winners of the inaugural Common Voices Golf Classic. (left to right) Bob Atwell, Ray Fremont, Bruce LaRue, Kevin Ortyl.



Meeting of the minds before the general session begins.



Attendees enjoy a little free time and the California night!

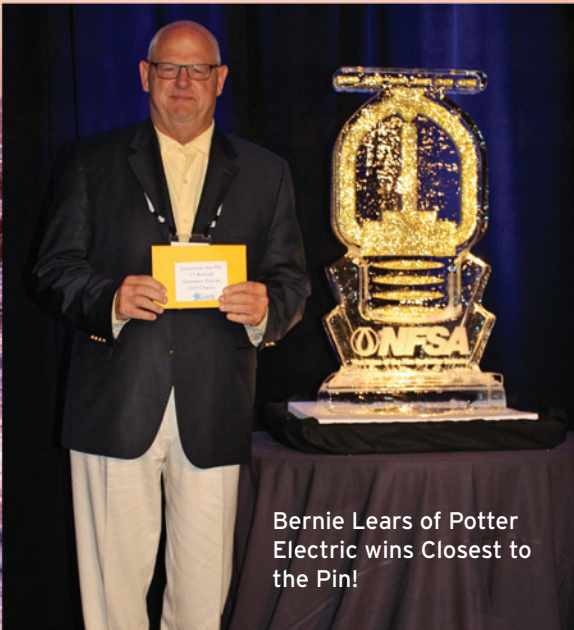


Tate Hitzeman, Globe, Bobby and Mark Parker of Automatic Sprinkler and Conor Kauffman, Kauffman Company.

Chad Huennekens, Shane Ray, Vickie Pritchett, Scott Howser and Kevin Fee, Jr.,



Justin Gey of Wayne Automatic and NFSA's Lorrell Bush.



Bernie Lears of Potter Electric wins Closest to the Pin!



Executive Director of Fire Sprinkler Advisory Board of So Cal Robert Rowe can't wait to delve into some great reading material!



The Raffle Winners! (left to right) Sean Flaherty - Viking, Jon Ackley - Dalmatian, Mike Bosma - Viking, Dean Taylor, Anvil and our own Vanna White, Lorrell Bush.

Have You Checked Your NFSA Member Benefits Lately?

If not, now's a great time to do so. As of July 1st, NFSA rolled out some great new benefits for our members. All of these benefits can be immediately accessed through the NFSA website. You must be logged in as a member to view the benefits. Once logged in, go to the "My NFSA" tab, when the drop down appears, choose "Discount Programs" and start saving!

Let's go over a brief recap of our already existing benefits.



A Sasser Family Holdings Company

■ Union Leasing Fleet Services

One of America's premier fleet leasing and management providers, Union Leasing provide customized programs that include vehicle acquisition, maintenance management, fuel management, license and title services as well as vehicle re-marketing.

NFSA members will also enjoy close personal service from a designated account manager to handle all day-to-day fleet needs. That means you will know the person on the other end of the phone, and more importantly, that person will know you and your business.

NFSA Member Benefits and Discounts Include:

- Factory ordering discounts, NFSA volume incentives which can save you 7% - 10% on acquisition costs
- Up to 10% - 15% savings annually by using Union Leasing's maintenance management program
- Additional Savings by using Union Leasing's Fuel Card Program to help track premium and non-fuel purchases
- Expert License and Title Services to insure your registration renewals are done on time



■ Partnership-Your Shipping Connection

Through NFSA's agreement with PartnerShip, the program's administrator, NFSA members who enroll in the FREE program receive significant discounts on domestic and international shipments through FedEx, the nation's premier small package carrier, and through UPS Freight and YRC Transportation, two of the largest less than truckload (LTL) carriers.

- save up to 27% with Fedex
- save up to 20% with Fedex Ground
- save 64% with UPS Freight
- save 64% with YRC Transportation



■ Single Source

Single Source is NFSA's partner for Human Resources related services. Visit Single Source through the link on our member benefits page to find out how they can save your business money and make your life just a bit easier as they take some of the "administrivia" off your hands.



Now here's what's new!

■ Careington Dental Discount Plan*

NFSA's partnership with Careington International helps members save money on health expenses, with pre-negotiated discounts on dental and vision care. Careington International's health and wellness solutions are designed to complement traditional health insurance and provide significant savings for underinsured or uninsured individuals. Careington combines its flagship non-insurance discount plans to create cost effective solutions that improve the affordability and accessibility of quality health care.

Program benefits include:

- Savings of 30% off monthly subscription rates.
- Save up to 60% on most dental procedures including routine exams, unlimited cleanings, and major work.
- Up to 20% savings on orthodontics including braces and retainers for children and adults.
- Up to 20% reduction on specialist's normal fees. Specialties include: Endodontics, Oral Surgery, Orthodontics, Pediatric Dentistry, Periodontics, and Prosthodontics where available.
- Cosmetic dentistry such as bonding and veneers also included.
- Members may visit any participating dentist on the plan and change providers at any time.

*Discounts not available in VT or WA. Affordable, Customizable Health Insurance Options



■ We are excited to offer all NFSA Members an unbiased, user-friendly approach to group/employer-based health insurance plans. Whether you want to know if you qualify for a subsidy through an on-exchange plan or if you're seeking a plan off the exchange through a direct carrier, you will be provided with a simple side-by-side comparison of the plans that best fit your needs and budget. A licensed agent can help you navigate the insurance landscape while offering to build a customizable insurance plan that is just right for you.

Enjoy these other great benefits:

- National carriers in all 50 states
- In-depth personalized consultations
- Free tax subsidy eligibility
- Special pricing for individual and group programs

>> CONTINUED ON PAGE 45

By Joanne Genadio

>> CONTINUED FROM PAGE 44



■ G&K Uniform & Facility Services

NFSA has partnered with G&K Uniform & Facility Services to enhance your company's image and safety with the highest quality work apparel and facility products. With over 110 years of experience serving customers in 160 locations, G&K has proven to be a trusted partner for hundreds of thousands of organizations across the US and Canada.

Exclusive benefits include:

- Free Site Assessment, Cost Comparison, and Set Up of New Customers
- 20% Discount off Standard Pricing*
- Single Point of Contact
- 24/7 Customer Support
- Safety, Flame Resistant and High Visibility Options Available

Every day, millions of people trust G&K to protect their brand and their employees. Leverage G&K's technology and efficiency for the best hassle-free, cost effective solution to your uniform and facility service needs.



■ Member Travel Discount with Wyndham

Traveling can be stressful, but thanks to NFSA's newest Member Benefit with Wyndham Group Hotels, you can relieve some of that travel-related anxiety. Wyndham offers everything from luxurious resorts to budget-friendly hotels, with over 7,600 properties in 70 different countries. Whether you're looking for an upscale hotel, an all-inclusive resort or something along the way, Wyndham has just the right hotel for you... and at the right price.

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- Ramada Worldwide®
- Super 8®
- Wingate® By Wyndham
- Baymont Inns and Suites®
- Hawthorn Suites® By Wyndham
- Microtel Inns and Suites® By Wyndham
- Howard Johnson®
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- Knights Inn®

ASSN Members receive up to 20% off the "Best Available Rate" at participating Wyndham Hotel Group locations worldwide. To receive discount, book online or call our special member benefits hotline at 1-800-364-6176 and give the agent your special discount ID number, which is provided in the member benefits section of our website. ①

PEOPLE

Reliable Automatic Sprinkler Co., Inc. Announces New Hires

Alexandra Graen joins Reliable Automatic Sprinkler Co., Inc. in the role of Regional Sales Representative in Minneapolis, MN. She is responsible for maintaining and developing relationships and continuing sales growth throughout the Midwest including: Minnesota, North and South Dakota, Nebraska, Iowa, Kansas, and Missouri. Alexandra will be reporting to Shawn Timm, Regional Sales Manager.

Graen is a recent graduate from the University of Minnesota - Carlson School of Management, where she earned her

Bachelor of Science Degree in Marketing. Alexandra brings an impressive education with fire protection experience to the Reliable sales team and will be a great addition to the company.

Michael Woodie joins Reliable in the role of Regional Sales Representative in Denver, reporting to Mike Castellano, Regional Sales Manager.

Michael is responsible for maintaining and developing relationships and continued sales growth throughout the Rocky Mountain Region. His territory includes: Colorado, New Mexico, Wyoming, Eastern Montana, and Western South Dakota. Michael began his career in the fire sprinkler industry in 2004 in Georgia where he worked for a fire protection contractor in the metro-Atlanta area

Marty Molina joins Reliable as a Regional Sales Representative based out of Reliable's Los Angeles distribution center, reporting to Ed LaCoste, Regional Sales Manager.

Marty began his career in the fire sprinkler industry 27 years ago with Sprink, Inc. which was acquired by Central Sprinkler in 1993. He moved onto Reaction Supply Corp. in 1996 which was acquired by Hughes Supply in 1999 and then subsequently acquired by HD Supply in 2006. Marty's fire sprinkler sales experience dates back to 1992 and most recently, he owned his own fire sprinkler supply business in Southern California. Marty lives in Scottsdale, AZ with his wife and two young children. ①

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





We're moving!

The National Fire Sprinkler Association (NFSA) opened its new corporate headquarters in Linthicum Heights, Maryland on July 11, 2016. A 3-year lease has been signed which gives us the opportunity to find the best location to build or buy so that we are positioned to grow in the future.

"Our NFSA team of fire safety professionals are located throughout the United States, and our headquarters team will grow with this location transition," explained NFSA President Shane Ray. *"Being close to our nation's Capitol will be important to us as we work to serve our members and promote the fire sprinkler concept."*

The NFSA team has 14 employees based out of the Patterson headquarters and an additional 26 who are scattered throughout the United States. Respective departments include Field Operations, Public Fire Protection, Outreach & Government Relations, Engineering, Finance & Administration, and Labor Relations.



"As a Board, we have focused on our vision and mission, and applaud President Ray for his leadership through this transition and move," adds NFSA Board Chairman Larry Thau. *"This team has an energy and a focus determined to turn adversaries into allies as lives are saved in the process. It's always good to see the progress made and also to plan for the future."* 🗣️

President Shane Ray and Director of Outreach and Government Relations Vickie Pritchett joined other national leaders at the International Code Councils (ICC) Building Safety Month celebration in Washington, D.C. NFSA was proud to be a sponsor of the month-long celebration that focused on building safer buildings that include fire sprinklers.



NFSA Welcomes Randy Cole, Missouri State Coordinator

NFSA welcomes **Randy Cole** to the NFSA Team as the Missouri State Coordinator. Randy comes to us after many years of service to the State of Missouri, where he finished a chapter of his career as the Missouri State Fire Marshal. Randy will be reporting to Jason Webb within Public Fire Protection while working jointly in Field Operations. Randy's first task will be to organize the IP Committee in St. Louis and assist and support the creation of a St. Louis Metro Area Chapter. Randy will also begin immediately working with our Kansas City area members.

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IN MEMORIAM

Cobb County, Georgia Fire Chief Dave Hilton

Retired Fire Chief **Dave Hilton** of Cobb County, Georgia passed away on April 10th, 2016. He was a tireless advocate of residential fire sprinklers. The NFSA recognized Dave Hilton as the first recipient of its Leadership in Public Safety Award when it debuted in 2009.

Amongst his greatest accomplishments was the development and implementation of residential fire sprinkler systems. Many programs and practices developed in Cobb County under Chief Hilton's leadership have been adopted as standard practices and taught at the National Fire Academy and Leadership Courses around the country. Chief Hilton retired from Cobb County in January of 1994 after completing 39 dedicated years in the fire service. All of us at NFSA extend our condolences to Chief Hilton's family. •

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NEW ENGLAND REGION



DAVE LAFOND
Regional Manager

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

And Then There Were Two...

New England, although small in comparison to other areas of the United States, is proud to announce that it now has its second NFSA Chapter.

The Boston NFSA Chapter was approved by the NFSA Board of Directors at the March 2016 meeting. On May 18, 2016, the Chapter officially met and held elections for Executive and Board of Director positions.

These newly elected positions will now guide the Chapter forward to set an agenda and lead the Massachusetts sprinkler industry in a wide array of interests. Education is the cornerstone in the Chapter foundation as it is the one key element that is fundamental in achieving the goal of adoption of the fire sprinkler concept. Along with providing ongoing NFSA classes to sprinkler industry professionals, fire and building officials have been identified as important stakeholders. Elected officials are another group of recognized participants, along with the most important group, new prospective home owners.

Other areas that the Chapter will focus on are the basic tenets of Regional Operations; protect the industry and seek new markets. If we are serious about reducing the amount of people that die or are seriously injured in home fires, then efforts to lead the way in "Ask for Them (home fire sprinklers)" is paramount.

Following is a breakdown of Officers and Board members from the elections:

Boston NFSA Chapter President,
Steve Cook, TG Gallagher.
Vice President, **Alan Mount**,
SimplexGrinnell.
Secretary, **Alec Cambio**,
Long Island Pipe.
Treasurer, **Jack Janson**,
A&M Fire Protection.

The following are the Board of Directors: **Steve Hilliger**, EM Duggan, **Julian Taylor**, Fire Code Design, **Bill Wian**, Ferguson Fire and Fabrication, **Perry Cristiano**, HD Supply, **Tim Christie**, FW Webb, **John Drysdale**, Beacon Fire Protection and **Adam Belanger**, Victaulic Fire.

Congratulations Boston NFSA! Daylight's wasting. ☹

Dave LaFond

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phone: 413.244.7653*

NEW YORK REGION



DOMINICK KASMAUSKAS
Regional Manager

NEW YORK

NFSA Empire Chapter Meeting – Tuesday, 20SEP at Charlie Brown's Steakhouse

CT/Empire Chapters Annual Joint Golf Outing – 30SEP

Nassau County Passes Updated Fire Prevention Ordinance

There are new NICET requirements (or equivalents) for fire sprinkler installation as well as field ITM personal in addition to the existing Certificates of Fitness. Nassau County has already eliminated use of NFPA 13R in a New York new construction in a January memo that was retroactive to December 30, 2015.

See bulletin; <https://www.nassaucountyNewYork.gov/DocumentCenter/View/14638>

There is also language in the new ordinance to this effect, which New York Regional Manager Dom Kasmauskas will oppose when brought to the New York State Codes Council for acceptance as a more restrictive local standard. There is continual reference to the old NFPA 231 and 231C standards, as well as NFPA30 1984

edition. The Fire Marshal had noted that the New York State Dept. of Conservation had required this reference. In discussions with the DEC, Kasmauskas found out that they have no idea why Nassau County would use this edition at their request and that the DEC itself references the 1996 edition. DEC engineering further thanked Kasmauskas and is now working to update their reference standards to the latest or near latest edition. At the time of this writing, Kasmauskas is in discussions with the Fire Marshal to have these amended out.

As always, feel free to contact Regional Manager Dominick Kasmauskas with questions at Kasmauskas@NFSA.org or 518.937.6589. ☹

Dominick Kasmauskas

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MID-ATLANTIC REGION

TBA
Regional Manager

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

Maryland State Firemen's Association Wins Award

The Maryland State Firemen's Association was recently awarded the 2016 Bringing Safety Home Award by the National Fire Protection Association's (NFPA) Fire Sprinkler Initiative and the national nonprofit Home Fire Sprinkler Coalition (HFSC).

The award recognizes fire service members and other safety advocates who use HFSC's home fire sprinkler educational materials and Fire Sprinkler Initiative resources to ensure that decision-makers have accurate information as new or updated home fire sprinkler codes are considered.

The Association was influential in help-

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REGIONAL ROUNDUP

CONTINUED FROM PAGE 49

ing defeat a legislative bill that would have weakened the state's home fire sprinkler requirement for new homes.

A Message from Ray Lonabaugh

I will be retiring from NFSA on June 30, 2016. The time has come for me to step aside. It has been a real pleasure and honor to work for NFSA and with you, the NFSA Members, for the past 15 plus years. It has been a great experience. I have met so many great, courteous and professional fire protection people during my employment with NFSA and my contact with you, the members. I will certainly miss all of you and wish you all the best. I will remain involved in fire protection in Pennsylvania so I hope our paths will cross again. ☺

SOUTHEAST REGION



WAYNE WAGGONER
Southeast Regional Manager

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

Chapel Hill Fire Department Works with Habitat for Humanity to Sprinkler 150 Homes

Orange County, North Carolina celebrated its 150th fire sprinkler installation inside a Habitat for Humanity home in March. The local chapter has been installing sprinklers in homes since 2003 as a means to provide the utmost level of protection for new homeowners. A local partnership between the local Habitat affiliate and Chapel Hill, North Carolina firefighters prompted the sprinkler installations. Dan Jones, now retired chief of the Chapel Hill Fire Department, initially suggested the partnership.

To date, the sprinklers have activated four times in the past 13 years. Three of the four fires were started by unattended cooking, while the fourth was the result of a clogged dryer vent. The kitchen fires occurred while the residents were home, nobody was home during the dryer fire.

In all cases, the sprinklers extinguished the fires and prevented injuries. ☺

Wayne Waggoner

NFSA's Associate Director of
Regional Operations – East

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Phone: 865.755.2956, Fax: 865.381.0597

FLORIDA & PUERTO RICO



LORRELL BUSH
Regional Manager

FLORIDA, PUERTO RICO

23rd Annual Buddy Dewar Golf Classic Huge Success

If you joined us for the 23rd Annual Buddy Dewar Golf Classic, then you know it was a great day! We had 220 golfers signed up to play, 21 Skeet Shooters and 14 Volunteers. Perfect weather, great raffle prizes, good food and good friends. We are pleased to announce this year's tournament made more than \$43,000.00! All proceeds from the tournament go right back into Florida, providing free training to AHJs and keeping contractors updated and involved in the changes occurring throughout the state of Florida! Thank you to all the supporters for making this possible. Next year's event has been booked...so stay tuned for more details! To see all the pictures go to our website www.floridafiresprinkler.com. ☺

Lorrell Bush

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FOR DETAILS

GREAT LAKES REGION



RON RITCHEY
Regional Manager

INDIANA, MICHIGAN, OHIO,
WEST VIRGINIA, KENTUCKY

First Impressions From NFSA Field Service Coordinator Ron Ritchey

I attended the 2016 NFSA Annual Seminar and Business & Leadership Conference in Dana Point, California the first week of May and heard testimony from Robert Feeny, one of the burn survivors who was present at the Station Nightclub Fire in Rhode Island, which occurred on February 20, 2003 that killed more than 100 people, including Robert's girlfriend. I visited with Robert over lunch where he shared many of the intimate details of the awful events of that evening and the extensive personal physical and emotional trauma he has experienced over these past 13 years. Robert stated the old familiar adage; "I never dreamed this would ever happen to me." Unfortunately for Robert and his girlfriend, and others who attended the concert that evening, the nightclub did not have fire sprinklers installed in the building that could have prevented much, if not all, of the personal suffering felt by Robert and hundreds of others.

During the past 23 plus years of my service as a career firefighter and fire inspector/investigator, I have heard those haunting words, "I never dreamed this would happen to me," spoken way too often. In fact, one week after I returned home from the conference on the evening of May 13th, I learned from my 87-year old mother, who is a resident at Digby House Assisted Living in Lafayette, Indiana, that she was awakened in the early evening hours to the sounds of fire alarms alerting the 28 plus residents of a fire.

Fortunately, and thankfully, there was a fully-operational fire sprinkler system in this facility. The fire was controlled and confined to the room of origin. All of the residents who reside at the Assisted Living Facility, many of whom

>> CONTINUED FROM PAGE 50

have disabilities that would prevent a quick evacuation, are alive and a majority were not displaced by the fire and able to stay in their rooms or "homes." The difference between this fire and the Rhode Island Nightclub fire was a fully operational sprinkler system. How fortunate I am that sprinklers were present and operational or else I too could have been added to the list of those who never dreamed a fire fatality or injury would happen to me or someone I love. We cannot always prevent accidental fires from occurring, but we certainly can continue to spread the word that fire sprinklers save lives and property. Thank you to all who design, install, maintain, inspect and repair fire sprinklers and may we all remember the noble "cause" of promoting our industry. 📞

Ron Ritchey

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ILLINOIS REGION



BOB TINUCCI
State Coordinator

ILLINOIS

Sprinkler Save in Elgin, Illinois

No one was injured in an Elgin apartment fire that broke out on June 8th, 2016.

The Elgin Fire Department responded to an alarm and found smoke coming from an apartment on the fourth floor of an apartment building, according to a news release.

The fire was quickly extinguished with the help of the sprinkler system in the apartment.

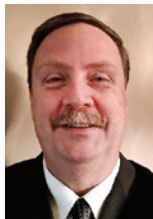
The cause of the fire was determined to be unattended cooking on a stove using grease, according to the news release. Damages were estimated at \$5,000. No injuries were reported. 📞

Bob Tinucci

NFSA's Regional Manager / Illinois

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cell: 630.514.1601*

WISCONSIN REGION



MARTY KING
State Coordinator

WISCONSIN

Habitat Homes Equipped with Fire Sprinklers

Work is continuing on Habitat Homes in Kenosha and Madison, Wisconsin. The new house constructed in Kenosha in 2015 has been recently occupied. Another family and home protected by fire sprinklers. Thanks to Design Build Fire Protection, Viking and Chicago Backflow for donating time, talent and materials.

The second home, a rehab unit, is in the final stages and expected to be completed within the next couple months. Thanks to Blair Fire Protection, Viking, Chicago Backflow and Tyco for donating time talent and materials.

The Madison project of six homes has started. Two homes have been started with Monona Plumbing and Fire Protection providing time and talent. H. J. Pertzborn Corp will install a system in a home this month. We will be looking for contractors that can install the remaining three homes. This would protect six homes/families that are on adjoining properties.

Side-by-Side Demo for Milwaukee Media

A side-by-side burn demonstration was performed on Friday May 22, 2016 at the request of the Milwaukee, Wisconsin media, CBS TV 58, for a series they are doing on home safety. The station had seen other demonstrations and wanted to film the development of a fire and the effects fire sprinklers can have on the outcome.

NFSA Wisconsin State Coordinator Martin King, in cooperation with the West Allis Fire Department and Home Fire

Sprinkler Coalition, demonstrated the power of fire in an unprotected home and the protection provided by fire sprinklers. The side-by-side showed that home fire sprinklers activate within the beginning stages of fire, thus providing life safety, as well as property protection.

The fire sprinklers activated within thirty seconds before the space was untenable due to heat and/or smoke. The series aired during the month of May during Building Fire Safety Month. 📞

Marty King

*NFSA's State Coordinator
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MINNESOTA REGION



TOM BRACE
State Coordinator

MINNESOTA

Major Fire in Unsprinklered Apartment Complex Leaves Three Firefighters Injured

A discarded cigarette sparked a five alarm fire at a Robbinsdale, Minnesota apartment building on June 3rd, 2016.

Firefighters from 13 departments responded to the blaze. The first crews arrived on the scene at 1:28 a.m. It took 110 firefighters to knock down the fire. According to Robbinsdale Fire Marshal Greg Bodin, some were still on the scene eight hours later.

No residents were injured, but three firefighters suffered second-degree burns and were taken to North Memorial Medical Center in Robbinsdale for treatment, then later released.

As the fire quickly turned into an inferno, smoke alarms did sound to help wake up residents. Police went door to door to make sure everybody got out. Everybody was accounted for, Bodin said.

The building was not equipped with a sprinkler system, because it was built before fire sprinkler systems were re-

>> CONTINUED ON PAGE 53

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CONTINUED FROM PAGE 51

quired, Bodin said. Much of the building was gutted. Twelve units were declared uninhabitable. ①

Tom Brace

NFSA's Regional Manager / Minnesota
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CENTRAL REGION

TBA
 Regional Manager

IOWA, KANSAS, MISSOURI

Sprinkler Save at Marshalltown, Iowa Grocery Store

An Aldi grocery store was evacuated on May 19, 2016 as workers tried to track down which a burning smell. Fire was spotted coming from the back side of a freezer.

By the time fire crews arrived, moderate smoke has filled the entire store, but no fire was visible from the entrance. As they started work, firefighters reported the sprinkler system activated.

No injuries were reported. The investigation found the cause of the fire to be electrical. Another great sprinkler save! Fire sprinklers and firefighters make an unbeatable team! ①

SOUTH CENTRAL REGION



CYNTHIA GIEDRAITIS
 Regional Manager

ARKANSAS, LOUISIANA,
 OKLAHOMA, TEXAS

FSCATX, Kauffman Company, and NFSA North Texas Chapter Sponsor Houston Area Training

Over 55 Houston area Fire Marshals were provided with NFPA 14 & 20 training classes and books due to the generous sponsorship of FSCATX - Fire Sprinkler Contractors Association of Texas, Kauffman Company, American Fire Systems, Inc. and the NFSA North Texas Chapter.

If you need help to sponsor training for AHJ's – Authorities Having Jurisdiction; please contact *Conor Kauffman, Chair of AHJ Training for FSCATX at Conor@kauffmanco.net*

Texas Fire Sprinkler Coalition Selected to Receive Large Grant

The Texas Fire Sprinkler Coalition has been selected by NFPA's Fire Sprinkler Initiative to receive a \$10,000 grant. The grant will fund sprinkler advocacy and educational efforts in Texas!

Chief Roland Garcia of the Pearland Fire Department, is the Co-chair of the Texas Fire Sprinkler Coalition. Chief Garcia submitted a creative grant project which will allow the coalition to build a side-by-side fire sprinkler demonstration trailer. The trailer will be available to travel throughout Texas. Chief Garcia is seeking local contractor donors who would like to provide funding and equipment.

Four Texas Cities Have Highest Growth in U.S.

Texas' Four Largest Cities added more new citizens in 2015 than any state in the country. Together the four cities added over 412,000 people. Texas added over 490,000 new citizens.

Houston	159,000
Dallas	144,000
Austin	57,000
San Antonio	51,000

Cindy Giedraitis

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

GREAT PLAINS REGION



ERIC GLEASON
 Regional Manager

Colorado, Nebraska, North Dakota,
 South Dakota, Utah, Wyoming

West Metro Fire Department Side-by-Side Receives Great Media Coverage

West Metro Firefighters put on a side-by-side demonstration for a local CBS affiliate on in May. The demo took place in Lakewood, Colorado and showed the difference between burn times of new versus legacy furniture.

West Metro Fire Captain Todd Roseberger explained that the demo showed the difference in the construction between newer and older furnishings, what burns what doesn't burn, what smolders and what's hotter.

Firefighters set fires in the back corners of both rooms. The fire spread to the couch, curtains and table in the room with the legacy furniture. At around 4 minutes and 20 seconds the room reached a stage at which the fire was filling the room. While the fire grew quickly, it wasn't shocking.

It was a different story in the other room. Again, firefighters lit a fire in the corner. It soon caught the couch and reached for the synthetic curtains. After 2 minutes, the fire was busting out of the room. At 2 minutes and 25 seconds the room was fully involved and about 1,000 degrees. The story pointed out that furniture, after 1970, was built with many plastics and a lot of foam. The hydrocarbon-based materials are perfect fuel. ①

Eric Gleason

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

SOUTHWEST REGION



BRUCE LECAIR
 Associate Director of Regional Operations - WEST

CALIFORNIA, HAWAII, NEW MEXICO, NEVADA,
 ARIZONA

Joint Meeting a Huge Success in San Francisco

The Irish Cultural Center in San Francisco was the place to be on April 22nd as NFSA sponsored the Annual Joint Nor Cal Fire Prevention Officers/San Francisco Society of Fire Protection Engineers Meeting

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with Jim Lake, Vice President of Field Operations and Training in attendance to deliver a one hour presentation on updates to the 2016 edition of NFPA 13.

The event was a great venue for the 11 California Supplier and Manufacturers invited to attend by Southwest Regional Manager Bruce Lecair, who sponsored the event on behalf of NFSA.

Those who attended and took advantage of the opportunity to showcase their product lines were; Spears Manufacturing, Eaton-Tolco, Lubrizol, Victaulic, HD Supply, Flexhead Industries, Tyco Fire Protection, Knox Company, Smoke Guard and ITW Commercial Construction.

Also in attendance to support the event were members Fritz Descovich from Allied Fire Protection and Randy Dysart from Jorgenson Fire Protection. Thanks to all of our members who truly made this an event to remember..

Bruce Lecair

NFSA's Associate Director of
Regional Operations - West
email: lecair@nfsa.org

25417 West Hyacinth Street, Corona, CA 92883
Phone: 951.277.3517, Fax: 951.277.3199

NORTHWEST REGION



SUZANNE MAYR
Regional Manager

ALASKA, IDAHO, MONTANA, OREGON,
WASHINGTON

World's Longest Floating Bridge Has State-of-the-Art Fire Protection

Motorists, cyclists and pedestrians crossing Lake Washington's new floating bridge connecting Seattle to the populous "east side," are grateful that four years of construction has ended. But what they may not know is that the new bridge provides state-of-the-art protection from fire, storms and earthquakes. NFSA members Reliance Fire Protection, RJB Wholesale and Anvil International combined to install the fire

protection system for the world's longest floating bridge.

Because the bridge is too long to rely exclusively on fire trucks for fire suppression water supply, it requires dry standpipes along the length of the bridge. Trucks can access one of the hose stations along the bridge, drawing up lake water for use in fighting fires. The fire standpipe is split into two separate systems, each one with two fire pumps and motorized valves as primary and secondary sources of water. The systems are interconnected with a motorized valve, which provides a third source of water in the unlikely event that the first two sources should fail. All of these systems are remotely controlled by the Washington State Dept. of Transportation and can be also controlled at the local maintenance building or at the hose stations themselves. Built alongside the old bridge, the structure is designed to better withstand severe storms and earthquakes. Due to the lake's depth, it was not feasible to use traditional bridge supports. Instead, the bridge's roadbed is supported by a series of large, floating concrete pontoons. Expansion joints installed between each of the pontoons allow for movement between bridge sections. The bridge will expand, contract and roll with the motion of the water caused by wind, storms, thermal changes or other factors. The 8,000 feet of 8" Schedule 40 piping used in the fire suppression system must be joined with grooved couplings. In addition, roller hangers allow flexibility to move with the bridge. All bridge components were required to use American-made products and meet environmental requirements.

A recent grand opening event drew tens of thousands, with many stopping by the fire protection education booth to learn more about how their daily commutes are now safer—and to take a selfie with *Sprinklerman*.

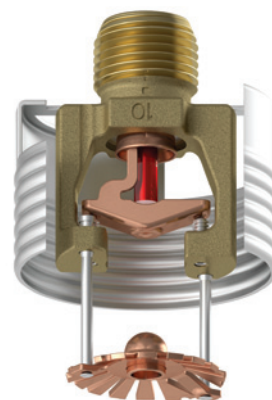
Suzanne Mayr

NFSA's Regional Manager / Northwest
email: mayr@nfsa.org

P.O. Box 7328, Tacoma, WA 98417
phone: 253.208.8467

■ New Standard Response Version of Viking's Mirage® Commercial Concealed Sprinkler

The Viking Corporation has added a new standard response version to its Mirage® family of commercial concealed pendent sprinklers. The new Model VK492 features a 5 mm glass bulb and is FM Approved and cULus Listed for Light and Ordinary Hazard occupancies. This new standard coverage sprinkler is offered in addition to all existing Mirage® concealed sprinklers from Viking.



In markets that follow the NFPA Installation Standards, the primary application for the new VK492 sprinkler is in tenant improvement, renovation, and sprinkler replacement projects. When modifications are made to existing Light Hazard sprinkler systems that were initially installed with standard response sprinklers, the NFPA 13 Standard requires that standard response sprinklers be used, to match the original design of the system. The new VK492 provides a cULus Listed and FM Approved option for this situation.

Viking's new standard response Mirage® sprinkler has a K-factor of 5.6 (81) and is available in 155°F (68°C), 175°F (79°C), and 200°F (93°C) temperature ratings. The VK492 requires the same installation wrench, and is offered with the same cover plate options, as Viking's quick response Mirage® concealed sprinkler, Model VK462.

For more information on Viking's complete line of fire protection products and services, please visit www.vikinggroupinc.com or call 800-968-9501.

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■ Tyco Unveils New Model RM-1 Riser Manifold

Tyco Fire Protection Products introduces the Model RM-1 Riser Manifold. The RM-1, available for commercial and residential uses, features a proprietary connection between the manifold and the Potter alarm switch. The connection has a watertight, flat surface design which helps prevent leaks.

Other features of the RM-1 Riser Manifold include a pressure gauge, alarm test orifice, drain, and sight glass housed in a single assembly for use in NFPA 13 commercial sprinkler systems and in NFPA 13D/13R residential sprinkler systems. The variety of sizes and grooved end connections allow cost effective and easy transition to check valves, control valves, and system piping.

With a maximum working pressure of 300 psi, the Model RM-1 Riser Manifold may be installed either in a horizontal (flow switch on top) or vertical (flow going up) orientation, for both single sprinkler rises and floor control in high-rises. It is UL, ULC Listed and FM approved.

In order to assist in installation and operation, technical data and other product information can easily be accessed with a smart device using QR code technology located on the flow switch. To access the information, simply scan the code using a QR app, select and download information from the RM-1 product site.

For additional information regarding Tyco's Model RM-1 Riser Manifold, please visit www.Tyco-Fire.com.

■ Viking SupplyNet Announces New San Antonio Location

Viking SupplyNet announced the opening of a new U.S. location serving the San Antonio/Austin region. The new San Antonio branch is the 31st Viking SupplyNet location in North America and third in Texas, complementing existing distribution and fabrication facilities in Dallas and Houston.

Located near the San Antonio International Airport, the new distribution center will stock a full selection of fire sprinkler system components and provide both

product delivery and convenient customer pick-up service for this growing Texas market. Like all Viking SupplyNet locations, it will provide the broadest selection of quality fire protection products and services, operational excellence, and outstanding customer support.

A complete list of Viking SupplyNet facilities worldwide can be found at www.vikinggroupinc.com/locations. Contact information for the new location is:

Viking SupplyNet – San Antonio
1050 Arion Parkway, Suite 110
San Antonio, TX 78216
Phone: (210) 491-2023
Fax: (269) 818-1607

For more information on Viking's complete line of fire protection products and services, please visit www.vikinggroupinc.com or call 800-968-9501.

■ Reliable Announces 28 Ft (8.5 M) Spacing in Corridors and Hallways With Model LT56 Series Pendent Special Sprinklers

Reliable Automatic Sprinkler Co., Inc. announces the release of Model LT56 Series pendent sprinklers. Reliable's patent pending series of sprinklers are designed specifically for corridors and hallways with a maximum coverage area of 28 feet by 10 feet (8.5 m by 3 m). Requiring a minimum flow per sprinkler of only 23 gpm for 8 ft (2.4 m) wide coverage and 28 gpm for 10 ft (3 m) wide coverage, Model



LT56 Series sprinklers allow substantially reduced water demand compared with traditional extended coverage sprinklers.

The sprinklers are cULus Listed as Special Sprinklers for installation in accordance with NFPA 13 and have a nominal K-Factor of 5.6 (80 metric).

Model LT56 Series sprinklers are available with 250 psi (17.2 bar) or 300 psi (21 bar) pressure ratings, and the choice of a glass bulb or fusible mini-link operating element. Glass bulb Model LT56 sprinklers are cULus Listed Corrosion Resistant Sprinklers when ordered with white polyester, black polyester, or Electroless Nickel PTFE (ENT) finishes. Model LT56 Series sprinklers are installed as pendent sprinklers. They may be installed recessed with the Reliable Model FV or Model FP escutcheon, and may also be concealed with the Model CCP conical concealed cover plate.

For more information, please refer to LT56 on Reliable's website - www.reliablesprinkler.com - or call your local Reliable sales office

■ FPPI Introduces 24 Volt Alarm Bells

Fire Protection Products, Inc. (FPPI) has added two new alarm bells to its



range of Fire Alarm Bells and Accessories. The 24VDC bells are designed for low voltage systems which are common throughout the eastern United States and Canada and available in two sizes - 6" and 10".

Like the 120 Volt versions, the 24VDC bells are UL listed and available in a red finish and can be used to signal flow within a fire sprinkler system or tampering with a monitored valve. Each bell

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provides 4 wire connectivity for through-wiring to additional devices. FPPI also offers a complete range of Fire Alarm Bell Accessories to complete the installation, including ABS Bell Back Boxes, Bell Guards and 911 Bell Signs.

For more information on FPPI Alarm Bells, Accessories and the complete product line, please go to www.fppi.co

■ Globe Fire Sprinkler Corporation Introduces 5.6K Interstitial Combustible Sprinklers

Globe Fire Sprinkler Corporation recently announced the addition of Interstitial Combustible Specific Application Upright Sprinklers.

The Globe Model IC sprinkler is a quick response, upright, specific application sprinkler designed to protect Light Hazard combustible concealed spaces as required by NFPA 13. The Globe model IC is cULus Listed, and is available in temperature ratings of 175°F (79°C) and 200°F (93°C).

The Globe Model IC may be installed in



both Steel and CPVC systems, with best-in-class design characteristics including:

- Protects up to 60" high spaces
- 16' Maximum Spacing for all construction types and depths
- Up to 256 ft maximum coverage area
- 6' Minimum Spacing

For more information, go to www.globesprinkler.com.

■ General Air Products Introduces Q Series Air Compressors

The Q series is General Air Products newly developed line of quiet fire protection air compressors. This completely redesigned Oil Less line is capable of filling 500 gallon systems (or less) in 30 minutes while running at an average of 55 dBA.

- Available for any size system - standard or low pressure.
- Works as a fill or jockey compressor.
- Standard and Low pressure models available.
- Riser and Tank mounted units available.
- System fill capacities up to 500 gallons.
- Rated at 55 dBA.

If you have questions about the Q Series or anything regarding fire protection air compressors please do not hesitate to call our tech support line at 800-345-8207.


■ HFSC Celebrates 20 Years

The nonprofit Home Fire Sprinkler Coalition hosted a side-by-side fire sprinkler demonstration at the National Fire Pro-

tection Association's (NFPA) annual Conference & Expo in Las Vegas to celebrate the organization's 20th anniversary.

HFSC Board President Lorraine Carli recognized the founding members, the NFPA, American Fire Sprinkler Association, and National Fire Sprinkler Association, for having the vision to improve awareness of home fire sprinklers and organize HFSC in 1996. She also acknowledged all the Board members for their continued support and commitment.

Carli also recognized home improvement expert Hazelton, who narrated the fire sprinkler demonstration, for his role in support of HFSC's mission over nearly two decades.

Over 20 years, HFSC's far-reaching, free educational tools have helped educate the fire service, consumers, builders, and numerous other audiences nationwide. Over 2,600 fire departments in the U.S. and Canada have become HFSC BUILT FOR LIFE Fire Departments (BFLFD) and make home fire sprinkler education a focus in their communities. 





**Greater Challenges.
Smarter Solutions.**

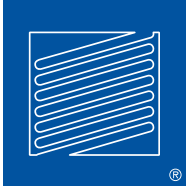
Storage and distribution facilities are evolving. So are the challenges you face when protecting them. That's why Tyco is leading the way with solutions designed to help optimize protection for sites with narrower aisles, greater heights, and a changing array of commodities and packaging. Tyco solutions include the highest ceiling-only protection with ESFR sprinklers, low install cost with EC sprinklers, and industry leading valves, all with pure performance.

To find out how we can help future-proof your storage protection, contact your Tyco representative or visit www.tyco-fire.com/Storage.

Safer. Smarter. Tyco.

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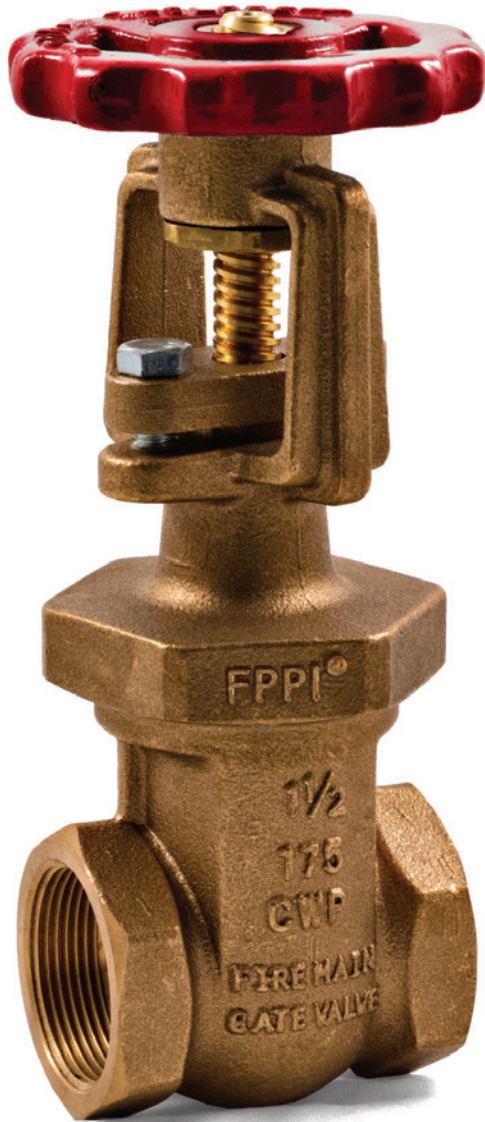
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Fire Main Gate Valves



For the best in quality, performance & longevity.

New from FPPI: OS&Y (Outside Stem & Yoke) Valves.

The outside stem construction makes OS&Y valves the perfect solution to fire sprinkler system monitoring: It allows for immediate identification whether a system is active or shut off. When the valve is opened, the stem rises above the hand wheel. In the closed position, the stem is concealed inside of the valves. External tamper switches can be added for central station or panel monitoring.

FPPI OS&Y Valves feature a bronze body, cast iron hand wheel, and additional steel, stainless steel, and brass components for extended service life.

OS&Y Valves

Available Sizes: 1", 1 1/4", 1 1/2" & 2"



Available Exclusively Through Your Local FPPI Distributor



Scan for measurements & complete information on OS&Y Valves.
FPPI.COM | +1 (800) 344-1822

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