

SQ

2014 BUYER'S GUIDE ISSUE

2014 BUYER'S GUIDE ISSUE

2013 MarCom Gold Award Winner



INSIDE THIS ISSUE:

- Chapter Growth Through Training
- Contractor Liability Protection
- Reducing Construction Costs
- Field Ops Interviews

ON THE COVER

Within the folds of this Buyer's Guide issue is a listing of NFSA's SAM and Professional members. Their membership is demonstration of support for the Association and commitment to the fire sprinkler industry. Reward them with first consideration when purchasing products and services.



ADVERTISERS

Argco	21
Blazemaster	5
Erico	6
Flexhead	74
FPPI	24
Harvel	12
Home Fire Sprinkler Coalition	23
HRS, Inc.	31
HydroFlow	84
JG Innovations	29
Knox	3
Metraflex	73
PHD	32
Potter	BC
Reliable	IFC, 58
Shanghai Vision	20
Tyco	IBC
Victaulic	10
Viking	2
W. S. Darley	45

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IN THIS ISSUE FEATURES

- 25 The Annex**
by Roland Asp, CET
- 28 Field Ops**
Interviews with Bruce Lecair and Suzanne Mayr
- 33 2014 NFSA Buyer's Guide**
- 77 Notes from the Fire Scene**
by Vickie Pritchett

DEPARTMENTS

- 3 Letter from the Editor** - *by David Vandeyar*
- 4 Calendar**
- 7 From the President's Desk** - *by Russell P. Fleming, P.E.*
We Appreciate the Support
- 9 Contractor's Cue**
- 11 Education** - *by Jim Lake*
NFSA Chapter Growth Through Training
- 13 Technically Speaking** - *by Ken Isman, P.E.*
Phantom Flow
- 17 Code Corner** - *by Jeff Hugo, CBO*
Reducing Construction Costs - Using Fire Sprinklers to Lower the Type of Construction
- 21 New Members**
- 75 ITeM** - *by Jason Webb*
Liability Protection: Don't Wait Until It's Too Late
- 79 Regional Roundup**
- 83 Sprinkling of News**
- 84 Letters**

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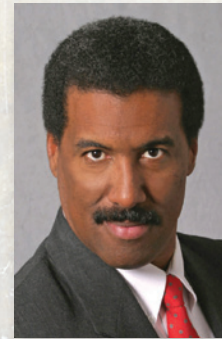
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LETTER FROM THE EDITOR



What an exciting time to be an NFSA member. As I travel across the country visiting with members, there is an undeniable buzz of enthusiasm for direction taken under the association's new leadership and a calm sense of confidence for what it has accomplished.

The strength of our chapters, now numbering 17 with recent additions of Columbia/Willamette and Capitol District chapters, are confirmation that NFSA is delivering on its mission of protecting lives and property through the widespread acceptance of the fire sprinkler concept by being the voice of the fire sprinkler industry. And while the recent formation of the Future Leadership Committee, comprised of the next generation of the fire sprinkler industry's best and brightest, serves as a beacon for a brilliant future for the association, our Common Voices advocates remind us that there is still much work to do before our goal of eradicating loss of life and property from fire has been achieved.

As an NFSA member you owe it to yourself to get involved in a local chapter. There is great reward to be gained by working with peers to achieve a common goal; with industry advancement and broadened public awareness topping a long list. If you don't have a chapter in your area, work with your Area Director and Regional Manager to get contractors and suppliers in the region rallied around a common interest. If history has taught us anything, it is there is strength in solidarity.

In this, the 2014 Buyer's Guide issue of **SQ**, are featured our Sprinkler Manufacturer, SAM (supplier and manufacturer) and Professional members. These are companies who through their membership have demonstrated the highest level of commitment to the ongoing success of NFSA and the continued advancement of the fire sprinkler industry it serves. As such, I would ask that they be given first consideration when sourcing related products or services. Know a supplier who isn't an NFSA member? Sign them up! 📞

David J. Vandeyar
David J. Vandeyar, Editor

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EVENTS OF INTEREST TO NFSA MEMBERS

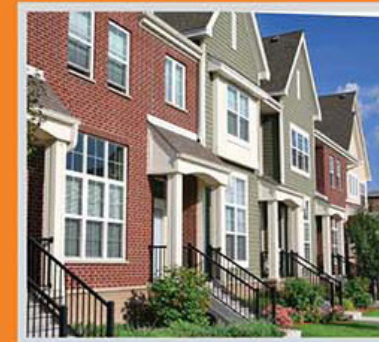
calendar

April 22, 2014	Electric Motors for Fire Pumps	ONLINE
April 23, 2014	NFPA 13, 13R & 13D Update 2010	Hayward, California
April 24, 2014	Basic & Advanced Seismic	Hayward, California
April 30, 2014	Advanced Hydraulics	Roseville, Minnesota
May 6, 2014	Fire Pump Controllers	ONLINE
May 6, 2014	Introduction to Sprinkler Systems, Standpipes & Fire Pumps	Colorado Springs, Colorado
May 7, 2014	Sprinklers for Dwellings	Colorado Springs, Colorado
May 8, 2014	Understanding, Applying & Enforcing NFPA 25	Colorado Springs, Colorado
May 13-15, 2014	ITM: Navigating Through the Liability Minefield	Westbury, New York
May 20, 2014	International Building Code and Fire Pumps	ONLINE
May 20-21, 2014	ITM: Navigating Through the Liability Minefield	Oak Brook, Illinois
June 3, 2014	Sprinkler System Installation Requirements	Madison, Wisconsin
June 3, 2014	Acceptance Testing of Fire Pumps	ONLINE
June 4, 2014	Acceptance Testing & Hydraulics for Plan Reviewers	Madison, Wisconsin
June 4-5, 2014	Sprinkler System Plan Review	Brockton, Massachusetts
June 17, 2014	Inspection, Testing and Maintenance of Fire Pumps	ONLINE
June 24-25, 2014	ITM: Navigating Through the Liability Minefield	Dallas, Texas
July 15-17, 2014	Inspection & Testing for the Fire Sprinkler Industry	Woodland, California
August 4-15, 2014	Two Week Layout Tech Training	Patterson, New York
September 9, 2014	Sprinkler System Installation Requirements	Dayton, Ohio
September 10, 2014	Fire Service Mains & Their Appurtenances	Dayton, Ohio
September 11, 2014	Standpipe Systems	Dayton, Ohio

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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We Appreciate the Support



Russell P. Fleming, P.E.

The Buyers Guide issue of SQ gives us a chance each year to thank our Supplier and Manufacturer (SAM) members, whose support is vital to the NFSA's role as the "voice of the fire sprinkler industry." In my travels around the country, I see that our SAM member companies are providing just as much support to our growing list of chapters as they are to our national efforts. Our two newest chapters were approved by the NFSA Board of Directors in February: the Capitol Region Chapter covering Maryland, DC, and Northern Virginia and the Columbia-Willamette Chapter in Oregon and Southwest Washington. It was great to see that both start-up rosters contained a good number of representatives of our SAM membership.

This Buyers Guide also contains rosters of our NFSA Professional Members, and the Governing Members of our sister organization, the International Fire Sprinkler Association. Both of those member categories are celebrating anniversaries of sorts.

The category of Professional Member was first created in 1989, 25 years ago, as a sub-category of Subscriber Member. It was recognized that a number of engineers and architects practicing in the field of fire protection can make use of the superior technical information offered on a regular basis to the NFSA membership. These memberships are geared toward an individual in a single office location, such that a firm with multiple offices would be expected to hold multiple memberships.

Just as we ask NFSA contractor members to look favorably on the SAM members that support the NFSA, we also suggest that they register a preference for the NFSA professional members when they have occasion to require such services.

The International Fire Sprinkler Association was founded by NFSA in 1999, 15 years ago, "to promote and enhance the business of manufacturing and installing fire sprinkler, water spray and water mist systems and devices in all buildings, from homes to high-rise, worldwide, with the highest degree of competence and professionalism, for the purpose of saving lives and protecting property." This organization works to establish national and regional associations like NFSA to advance the fire sprinkler market in various parts of the world, and promotes concepts of product and installation quality. Major funding for these efforts comes from the Governing Members, a select group of companies that recognize the importance of proper development of the global fire sprinkler industry. The IFSA Governing Members underwrite all expenses associated with the international efforts, and additionally pay NFSA an administrative fee for its organizational assistance. While most of its efforts over the past 15 years have focused on Europe, the IFSA in February conducted its first "Fire Sprinkler Americas" conference in Panama, a highly successful event that drew registrants from throughout Latin America and promises great things for the future.

Along with our SAM Members, our Professional Members and the Governing Members of IFSA are all helping to support the fire sprinkler concept, and for this we thank them.

Russell P. Fleming, President

Area	States	Regional Manager	Area Director
New England	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont	Dave LaFond 2 Burns Way Holyoke, Massachusetts 01040 (413) 244-7653	Donald A. DeLuca SRI Fire Sprinkler Corporation 1060 Central Avenue Albany, New York 12205 (518) 459-2776 FAX (518) 459-0068
New York	New York	Dominick G. Kasmauskas, NFSA 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303 (518) 937-6589 FAX (518) 836-0210	
Mid Atlantic	Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington, D.C.	Raymond W. Lonabaugh, NFSA P.O. Box 126 Ridley Park, Pennsylvania 19078 (610) 521-4768 FAX (610) 521-2030	Kent Mezaros Quick Response Fire Protection 77 Pension Road, Suite 5 Manalapan, New Jersey 07726 (732) 786-9440 FAX (732) 786-9443
Southeast	Alabama, Georgia, Mississippi, North Carolina, South Carolina	Associate Director of Regional Operations - East Wayne Waggoner, NFSA PO Box 9 Andersonville, Tennessee 37705 (865) 755-2956 FAX (865) 381-0597	Ken Brinkley Music City Fire Sprinkler 238 Molly Walton Drive Hendersonville, TN 37075 (615) 826-7450 FAX (615) 826-9680
Tennessee	Tennessee		
Florida	Florida, Puerto Rico	Lorrell Bush, NFSA 2025 Droylsden Lane, Eustis, Florida 32726 (352) 589-8402 FAX (561) 327-6366 Cell: (954) 275-8487	Alan Wiginton Wiginton Fire Systems 699 Aero Lane Sanford, FL 32771 (407) 585-3205 FAX (407) 585-3282
Great Lakes	Indiana, Michigan, Ohio, West Virginia, Kentucky	Ron Brown, NFSA 1615 Cypress Spring Drive Fort Wayne, Indiana 46814 (845) 661-6534 FAX (260) 625-4478	Richard A. Ackley Dalmatian Fire, Inc. P.O. Box 78068 Indianapolis, Indiana 46278 (317) 299-3889 FAX (317) 299-4078
North Central	Minnesota	Tom Brace, NFSA 1433 Idaho Ave West St. Paul, Minnesota 55108 (651) 644-7800 FAX (651) 603-8827	Gregg Huennekens United States Alliance Fire Protection 28427 North Ballard – Unit H Lake Forest, Illinois 60045 (847) 247-4755 FAX (847) 816-0098
	Wisconsin	Dan Gengler, NFSA P.O. Box 286 Waupaca, Wisconsin 54981 (262) 325-1958	
Illinois	Illinois	Robert Tinucci, NFSA 6401 Richmond Ave Willowbrook, Illinois 60527 (630) 655-1875 FAX: (630) 655-1875	
Central	Iowa, Kansas, Missouri	Chris Gaut, NFSA 207 Van Buren Rd. Branson, MO 65616 (636) 692-8206 FAX (636) 410-7700	Dennis C. Coleman Engineered Fire Protection, Inc. 1615 South Kings Highway St. Louis, Missouri 63110 (314) 771-0033 FAX (314) 664-1619
South Central	Arkansas, Louisiana, Oklahoma, Texas	Cynthia Giedraitis NFSA 2013 Oakwood Trail College Station, Texas 77845 (979) 324-8934	John Kauffman III Kauffman Company 13225 FM529 – Suite A Houston, Texas 77041 (713) 937-4144 FAX (713) 937-4149
Great Plains	Colorado, Nebraska, North Dakota, South Dakota, Utah, Wyoming	Eric Gleason, NFSA P.O. Box 62157 Littleton, Colorado 80162 (720) 470-4894	Harry Nothhaft II L.Nothhaft & Son 2520 West 62nd Court Denver, Colorado 80221 (303) 433-3329 FAX (303) 433-2432
Southwest	Arizona, Nevada, New Mexico,	Associate Director of Regional Operations - West Bruce Lecair, NFSA 25417 West Hyacinth Street Corona, California 92883 (951) 277-3517 FAX (951) 277-3199	Aaron Bennett RCI Systems, Inc. 1220 West Geneva Drive Tempe, Arizona 85282 (480) 894-8711 FAX (480) 894-8740
West	California, Hawaii		Jack Thacker Allan Automatic Sprinkler Corporation 3233 Enterprise St. Brea, California 92821 (714) 993-9500 FAX (714) 993-5708
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Imagine this scenario:

by **Stuart Zisholtz**

Editor's note:

Stuart Zisholtz comments on New York State Law

You are a subcontractor on a public improvement job. The general contractor has failed to pay you, is in default under its prime contract and gets terminated from the project. You are owed \$180,000, representing \$85,000 in charges and \$95,000 in equipment.

The bonding company takes over the project and immediately starts using your equipment to finish the project. Somehow, your equipment disappears and is never returned. What are your rights? What can you do?

In a recent decision, the subcontractor brought a claim against the bonding company for \$180,000 for breach of contract, unjust enrichment (getting something for nothing) and conversion (appropriating your equipment). The bonding company admits that it owes you the \$85,000 for the work that you did but not the \$95,000

for the equipment because that is not part of the bond.

The Appellate Court found that the issue involving whether or not the bonding company has to pay for the lost equipment must go to trial. The rationale is very interesting and informative.

A payment bond is for labor and material consumed on the job. Unless certain items are specifically identifiable under the bond, a payment bond usually will not extend to mission equipment. The equipment we are discussing in this article consists of oitems that can be taken from one job to another.

As with everything in the law, there are exceptions. The catchwords here are items that are reasonably expected to be consumed or are substantially consumed in the performance of the work. Things that can be removed from one job to another are not considered consumable. Again, there are exceptions.

It has been held, for example that a bond would pay for overhaul of trucks that were used in a construction project if it was contemplated that the trucks would

suffer considerable damage as a normal incident of the project. The trucks were considered consumable. It has also been held that tires sold by a supplier for heavy earth-moving equipment and destroyed on the job are considered consumable for which a surety is chargeable. In those instances, it is the intent of the parties in the contract that govern. Even where scaffolds and concrete planks are used, the Courts have conceded that sometimes brackets, bolts and fastening equipment could very well be destroyed in the course of construction and can be chargeable as consumable materials.

The bottom line, therefore, is that if you have equipment on the job and there is a bond, do not, in the ordinary course of events, expect the bonding company to reimburse you for the cost of equipment.

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.*



TECHNICAL TUESDAY 2014 ONLINE

May 1, 2014 – June 30, 2014



MAY 6, 2014

FIRE PUMP CONTROLLERS

Kenneth E. Isman, P.E. *Basic*

Each fire pump and each pressure maintenance (jockey) pump needs its own controller. The controller is the "brains" of the fire pump system, monitoring a number of conditions and deciding when to start the fire pump, and in some conditions, when to stop the fire pump. This seminar will cover the parts, functions, and requirements of controllers for electric motor driven and diesel engine driven fire pumps including the types of signals monitored at the controller and the installation of sensing lines.

MAY 20, 2014

INTERNATIONAL BUILDING CODE AND FIRE PUMPS

Jeffery M. Hugo, CBO *Intermediate*

The IBC has specific requirements for fire pumps, including high rise applications and other details

for all types of buildings. The fire pump room will be discussed in detail as there are IBC requirements for access, room size, room separation, as well as fire department communications. This course will also address the standby and emergency power loads that impact electric fire pump installations. Where the IBC and NFPA 20 conflict, the differences will be explained in detail.

JUNE 3, 2014

ACCEPTANCE TESTING OF FIRE PUMPS

Bob Upson *Intermediate*

NFPA 20 provides specific requirements for acceptance testing of fire pumps including initial system flushing, hydrostatic testing, and flow testing. This seminar will review the relevant parts of the standard and explain some of the practical considerations for compliance. It will also discuss some important safety considerations for acceptance and periodic testing procedures.

JUNE 17, 2014

INSPECTION, TESTING AND MAINTENANCE OF FIRE PUMPS

Jason Webb *Basic*

The inspection and testing of fire pumps plays a major role in the overall fire protection strategy for a building. Although NFPA 25 provides guidance on the frequencies of the inspections and tests, the process can get confusing. The type of driver used for the pump, the pump components and even the occupancy all impact fire pump inspection and testing. In this presentation, participants will learn what NFPA 25 requires and how to apply those requirements to their situation. The program will be based on the 2014 edition of NFPA 25 with references to changes from the recent editions.

VIEW DEMO, SYSTEM REQUIREMENTS and REGISTER at: WWW.NFSA.ORG

Seminars will take place on the Internet on Tuesdays: 10:30AM Eastern / 9:30AM Central / 8:30AM Mountain / 7:30AM Pacific / 2:30PM Greenwich

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NFSA Chapter Growth Through Training

By James D. Lake

At their February meeting the NFSA Board of Directors accepted the petitions from two local groups to become NFSA

Chapters. Chapters typically form around a common goal of promoting the fire sprinkler industry on a local grassroots level. They continue to grow and keep members interested by rallying around common projects or causes such as promoting or fighting legislation. But projects and causes do not always mean crisis or confrontation. Clarifying issues or misconceptions or creating a dialog with AHJs and related industry professionals are also worthy projects and goals that members can rally around. These projects, when done well create a recognition of the Chapter and its members as a reliable source of information and assistance and subsequently increases the stature of the members of the Chapter, and that can come in very handy when there is a crisis or confrontation.

So with that in mind, many Chapters and would-be Chapters are looking to training as a means to attain these non-combative goals. As I have written in the past, NFSA provides and schedules training primarily as a result of input regarding the needs for a particular area. Who better than the members of a local Chapter to provide such information, and who better to benefit from a successful project?

In the past year there have been a growing number of Chapters that have utilized their affiliation with NFSA to provide high-quality training that has resulted in increased interest in the Chapter, the NFSA

and the sprinkler industry as a whole.

HERE ARE A FEW EXAMPLES.

California recently updated their edition of NFPA 25. Immediately recognizing the upcoming need for training NFSA Regional Manager Bruce Lecair, working with me, NFSA Director of Inspection, Testing and Maintenance Jason Webb and Area Director Jack Thacker, developed a training seminar that walks participants through the California standard and highlights the important local requirements and changes.

Now it is all well-and-good to have a great seminar, which we do. But we needed to create the interest with the AHJs. One way to accomplish that is to provide them with training at little or no cost. Enter the members of the NFSA San Francisco Bay Area Chapter. Seeing the need and an opportunity to create a dialog and be identified as a resource, the members of the Chapter stepped up and sponsored seminars in the area resulting in training for over 50 AHJs at no cost to them. Talk about good relations; these guys have created something.

Similarly, when the Capitol District Chapter was still in its formative meetings, I attended a meeting of the group and suggested that they consider putting together a training event for AHJs as well. And they did, another very successful training using the NFSA seminar Understanding, Applying and Enforcing NFPA 25.

Last month a group of Phoenix members with intentions of becoming and NFSA Chapter rallied around a common

training cause by sponsoring not only the NFPA 25 seminar but our seminar on Pumps for Fire Protection. Success here provided the members with a solid reputation in the Valley of the Sun and will hopefully grow into more opportunities for NFSA members to provide a local service.

Finally, the Florida Fire Sprinkler Association, which is a chapter of NFSA, continually strives to provide funding for AHJ training through numerous events including an annual golf tournament which raises funds for that purpose. As a result, FFSA and NFSA are considered the go-to organizations when there is a need for high-quality training in Florida.

There are 17 Chapters of NFSA around the country. Each one has an opportunity to use the resources available to them as members of NFSA to increase their visibility and dialog with AHJs and to conduct high-quality learning events for both themselves and their colleagues.

If you are interested in discussing how NFSA Training can grow your local chapter give me a call and let's talk. My contact information is lake@nfsa.org or 617-372-6214.



Vice President of Training and Communications

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Phantom Flow

By Kenneth E. Isman, P.E.

For situations where there are two different hazard classifications in the same building, NFPA 13 does not contain very many special considerations. For the most part, the sprinkler system is designed with the sprinklers over each hazard capable of protecting the hazard underneath. If there is no physical separation between the two hazard areas, there is a rule that requires the sprinkler protection for the higher hazard to be carried 15 ft into the lower hazard space. But for most editions of NFPA 13, that's pretty much all that the standard has had to say about situations where there are two different hazard conditions.

In the 2013 edition of NFPA 13, a new rule was added to make the water supply requirements a little less stringent for situations where the higher hazard is a very small area compared to the lower hazard. The new rule is in the form of permissive language, meaning that you can use this new rule as an option, or you can choose to ignore it and perform your hydraulic calculations in accordance with the old rules, just like you have been doing for years. The option is up to you as the person performing the hydraulic calculations, but if you understand the new rule, you'll want to use it because it decreases the water supply (pressure and flow) requirements in many cases.

The new rule is in a pair of sections in Chapter 23. Specifically, the new rule is in sections 23.4.4.1.4 and 23.4.4.1.5. In this article, I refer to these two sections together as the "Phantom Flow" rule, although those words don't actually appear in the standard. But they are an interesting summary of how to deal with the subject.

The situation that the Phantom Flow rule is designed to deal with is one where there are two hazard classifications in a building and the higher hazard area is less than the required design area. For example, consider the situation where a single building has an Extra Hazard Group 2 area and an Ordinary Hazard Group 2 area. How do you perform the hydraulic calculations when the Extra Hazard Group 2 area is only 400 sq ft? Table 11.2.3.1.1 requires a minimum design area of 2,500 sq ft for Extra Hazard, which can be reduced to 2,000 sq ft if high temperature sprinklers are used.

Under the old rules, the hydraulic calculations would be required to have the design area for the Extra Hazard extended into the Ordinary Hazard space until the minimum design area (2,000 or 2,500 sq ft) was met. Note that the Extra Hazard density would not necessarily need to discharge from the sprinklers in the Ordinary Hazard space, but the sprinklers in the Ordinary Hazard space would generally be over-discharging because of the pressure in the system necessary to make sure that the Extra Hazard sprinklers discharge sufficient water would also be present (or higher) at the Ordinary Hazard sprinklers.

Rather than talk in the abstract about different spaces, this might be more clear with a concrete example. So, consider Figure 1, a building with a mostly Ordinary Hazard Group 2 sprinkler system, but with a small Extra Hazard Group 2 situation in the upper right hand corner. Assume for the sake of discussion that the sprinklers are all ordinary temperature. If there is no separation between the Extra Hazard space and the Ordinary Hazard space (the line in the plan view is just painted on the

floor, it is not a wall of any kind) then the Extra Hazard Group 2 protection has to extend 15 ft beyond the perimeter of the actual Extra Hazard activities, which is shown in Figure 1 by the dashed line. All of the sprinklers within the dashed lines need to be designed to protect Extra Hazard Group 2. In addition, sprinklers 18 and 24, while they are technically outside of the dashed lines, do protect area within the dashed lines, so they need to be designed to protect Extra Hazard Group 2 as well. This means that sprinklers 1, 2, 3, 4, 8, 9, 10, 11, 15, 16, 17, 18, 22, 23, and 24 (a total of 15 sprinklers) will need to be designed to cover a maximum of 100 sq ft and will need to discharge at least a density of 0.4 gpm per sq ft, even though some of them are physically over the Ordinary Hazard Group 2 activities.

Old Rules Applied to Example

Under the old rules applied to the example, the design area calculated for the Extra Hazard Group 2 space would have to include 2,500 sq ft. This would encompass many more than just the 15 sprinklers named above. The design area of 2,500 sq ft would need to include the 24 sprinklers shown in the shaded area of Figure 2. Note that some of the sprinklers protecting the Ordinary Hazard space

>> CONTINUED ON PAGE 14



Vice President, Engineering for NFSA. Ken represents NFSA on the NFPA Technical Committee on Sprinkler System Discharge Criteria

Kenneth E. Isman, P.E.

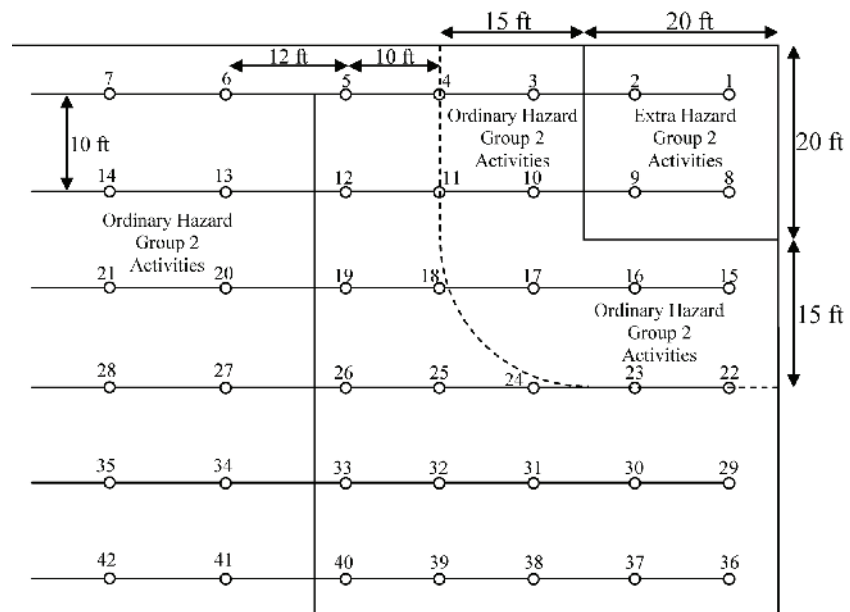


FIGURE 1 – EXAMPLE OF TWO DESIGN AREAS

(such as sprinkler 6) cover 120 sq ft per sprinkler, which is completely acceptable because they only need to meet the rules for Ordinary Hazard. This additional area allows 24 sprinklers to cover 2,500 sq ft. In fact, the actual area covered by the 24 sprinklers in the shaded area is 2,520 sq ft (63 x 40 = 2520).

Hydraulic calculation of the 24 sprinklers in the shaded area of Figure 2 show that the demand at the top of the riser is about 1,042 gpm at 50 psi. This assumes 1-1/2 inch pipe for the last two pieces of pipe on the branch lines, 2 inch pipe for the rest of the branch lines, 4 inch pipe for three of the pieces of the main and 6 inch pipe for

the rest of the main.

It is interesting to note the flow at sprinkler 6 from the hydraulic calculation report. According to the output from the calculations, the flow from this sprinkler will be 47.1 gpm. Since this sprinkler covers an area of 120 sq ft, this means that the density that this sprinkler is producing is 0.39 gpm per sq ft (47.1/120 = 0.39). Note that this is well in excess of the 0.2 gpm per sq ft density required for Ordinary Hazard Group 2, but short of the 0.4 gpm per sq ft necessary for Extra Hazard Group 2. This is acceptable because sprinkler 6 is one of the sprinklers that only needs to worry about protecting Ordinary Hazard

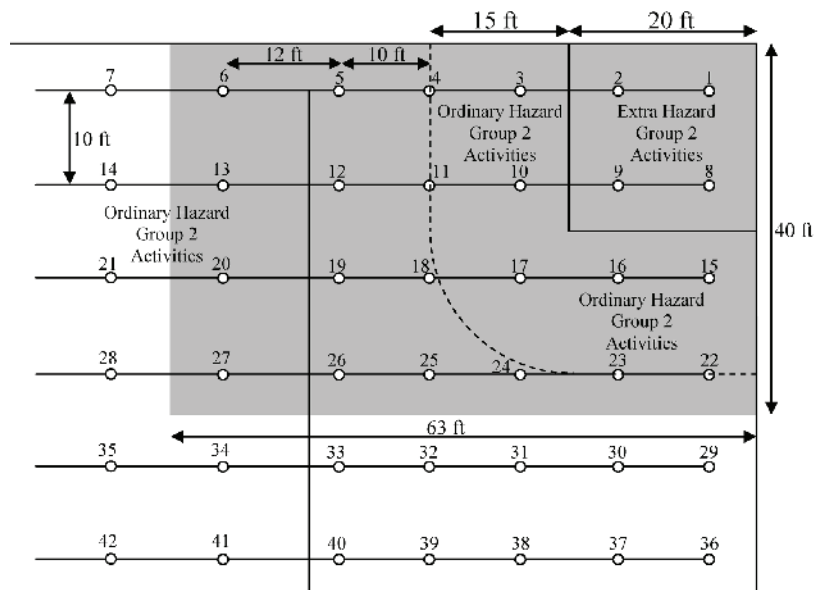


FIGURE 2 – EXTRA HAZARD DESIGN AREA UNDER THE OLD RULES

Group 2. It has been included in the design area in order to complete the 2,500 sq ft in accordance with the NFPA 13 rules, but it is not required to discharge at a density of 0.4 gpm per sq ft.

So, the old method of hydraulic calculations would require a water supply capable of providing 1,042 gpm at 50 psi at the top of the riser for this system. Now let's calculate the same system using the new Phantom Flow rules and see what kind of difference it makes.

New Phantom Flow Rules Applied to Example

New section 23.4.4.1.4 of NFPA 13 allows the user to just start out by calculating the area that encompasses the Extra Hazard activities, plus the 15 ft extension since there is no barrier to heat and smoke between the Extra Hazard and the Ordinary Hazard. This would be a calculation that includes sprinklers 1, 2, 3, 4, 8, 9, 10, 11, 15, 16, 17, 18, 22, 23, and 24. These 15 sprinklers, covering a total of 1,500 sq ft are all that are required to be calculated in accordance with section 23.4.4.1.4.

Then, section 23.4.4.1.5 requires the user to add an additional flow "at the point of connection of the branch line to the cross main furthest from the source." This additional flow is calculated by figuring out the minimum flow that would work for the hazard being calculated (density times the minimum design area) and then calculating the actual sprinklers covering the hazard. The additional flow will be the minimum flow minus the flow required for the actual sprinklers.

Since the additional flow is not associated with any sprinklers, I call it a "Phantom Flow." It is not really intended to flow from any additional sprinklers. Instead, the Phantom Flow is intended to beef up the water supply so that the sprinklers that are over the hazard flow more than their minimum when they open.

For our example, the minimum flow would be 1,000 gpm (0.4 gpm per sq ft x 2500 sq ft = 1000 gpm). Hydraulic calculation of the sprinklers named above (1, 2, 3, 4, 8, 9, 10, 11, 15, 16, 17, 18, 22, 23, and 24, which are shown in the shaded area of Figure 3) reveals that they will need

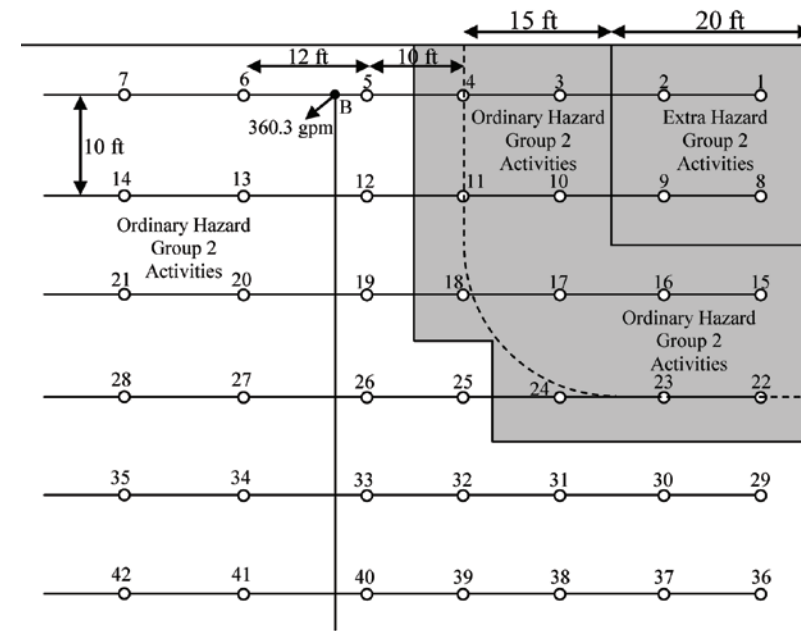


FIGURE 3 – EXTRA HAZARD DESIGN AREA USING NEW PHANTOM FLOW RULES

639.7 gpm. This means that the Phantom Flow would be 360.3 gpm (1000 - 639.7 = 360.3).

Section 23.4.4.1.5 of NFPA 13 says that the Phantom Flow is required to be added to the system, "at the connection of the branch line to the cross main furthest from the source." For our example, that will be node "B" on Figure 3, which is at the bottom of the riser nipple going to the most remote branch line. Note that we put the Phantom Flow in at the bottom of the riser nipple because NFPA 13 talks about adding this flow at the connection "to the cross main."

Since the node where the Phantom Flow was added to the calculations is actually between nodes where flow goes to different sprinklers, the calculations become difficult. You can't calculate the Phantom Flow without knowing the demand for the sprinklers, but you can't figure out the demand for the sprinklers without knowing the Phantom Flow because the extra flow in the main causes more friction loss in the main, which then causes a higher pressure demand in the main at the connections to the branch lines closer to the water supply. This, in turn, requires a larger flow demand at these branch lines.

In order to solve the paradox presented in the previous paragraph, the user needs to assume a Phantom Flow and see how closely it works out, then make

adjustments up or down to end up with the correct final flow. The correct final flow will be the minimum design area multiplied by the design density. In our example, the correct final flow is 1,000 gpm (0.4 gpm per sq ft x 2500 sq ft = 1000). It took me three iterations to get to this value with a combination of the flow to the sprinklers and the Phantom Flow. In the first calculation, I calculated the sprinklers without any Phantom Flow. I subtracted this number from 1,000 to get my first guess at a Phantom Flow.

My second iteration used this Phantom Flow, but caused the final flow to be greater than 1,000 gpm, so I went back and reduced my Phantom Flow guess by a little bit. That third iteration produced a final flow of exactly 1,000 gpm, which is all section 23.4.4.1.5 requires. The pressure demand at this flow at the top of the riser was 42 psi.

As this example shows, using the Phantom Flow reduces the flow demand by 42 gpm (which is only a 4% savings) and the pressure demand by 8 psi (16%). Such savings could be considered small, but they might be significant in a system with a marginal water supply. Other uses of the Phantom Flow rule would yield much greater savings.

Use of the Phantom Flow Rule

The Phantom Flow rule was developed

to provide relief from some of the very stringent rules in NFPA 13 regarding hydraulic calculations in buildings with two (or more) hazard classifications where the higher hazard space is relatively small. As this example showed, it helps when a small Extra Hazard space is in an otherwise Ordinary Hazard building, but there are other examples where it would also help, such as:

- A small dry-pipe system adjacent to a wet system (this would be especially helpful where there is a small loading dock protected on the exterior of the building).
- Two or more hazard classifications where the higher hazard is not in a room with walls having a fire resistance rating sufficient to meet the Room Design Method.
- A small area protected with spray sprinklers (perhaps an Extra Hazard situation or a dry-pipe system) adjacent to a storage area with ESFR protection.

When performing the hydraulic calculations with a computer program, the Phantom Flow could be treated like an inside hose demand that can be added to the system at the proper node (the connection of the branch line to the cross main that is furthest from the water supply). Most hydraulic calculation programs can handle variable inside hose demands at any node.

Summary

In summary, the Phantom Flow rule is a term that is not found in NFPA 13. Instead, this author has coined this term to refer to sections 23.4.4.1.4 and 23.4.4.1.5 of NFPA 13. The term "Phantom Flow" is used because the flow is not actually assigned to any sprinklers (and because this author likes alliteration).

The Phantom Flow rule can be used to reduce the water flow and pressure demand in a building where there are two or more hazard classifications where the higher hazard is a relatively small area. The person performing the calculations is not required to use the Phantom Flow rule, but they should be familiar with it because it will help conserve water supplies. ☺



The Fire Sprinkler Guide - 2012 Codes Edition

Produced by NFSA, this second edition of The Fire Sprinkler Guide defines those sections of the three model building codes, the Life Safety Code (NFPA 101) and International Building Code 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. This book is a "must have" for anybody that performs hydraulic calculations of fire sprinkler systems or performs plan review and approval of hydraulic calculations.

Order your copy at www.nfsa.org at the Resource Center or fill out and return the order form below.



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Reducing Construction Costs – Using Fire Sprinklers to Lower the Type of Construction

By Jeff Hugo, CBO

Perhaps the most difficult tasks facing school officials today are to accurately predict what new educational facilities will be required to meet future demands in the districts they represent and to carefully plan budgets today to meet those expected needs. There is a need to provide for educational excellence and accommodate increased enrollment while holding the line on taxes and minimizing construction bond requirements.

This article will demonstrate how the installation of automatic fire sprinkler protection can help address these needs in a cost-effective manner.

In the early planning stages, after the decision has been made to build a new school, school board officials select an architect. Their job is to provide for space planning, functionality and security, structural integrity and, most importantly, fire and building safety in accordance with established codes and standards. The school officials rely on the architect's recommendations regarding the type of construction and cost estimates. Based on these estimates, the school board proceeds with school bonding and construction.

Building Codes Regulate Construction

Modern building codes require complete automatic fire sprinkler protection for a wide range of buildings, but these codes do not extend those fire sprinkler mandates to school construction. Fire sprinkler protection is voluntary. Yet these

Type of Construction:	I-A	I-B	II-A	II-B	III-A	III-B	IV	V-A	V-B	
Table 503 Allowable Height	UL	5	3	2	3	2	3	1	1	
Table 503 Allowable Areas	UL	UL	26,500	14,500	23,500	14,500	25,500	18,500	9,500	
Stories	Calculated Allowable Areas Per Floor									
1	Non-Sprinklered Sprinklered	12,000 UL	12,000 UL	12,000 106,000	12,000 58,000	12,000 94,000	12,000 58,000	12,000 102,000	12,000 74,000	9,500 38,000
2	Non-Sprinklered Sprinklered	6,000 UL	6,000 UL	6,000 79,500	6,000 43,500	6,000 70,500	6,000 43,500	6,000 76,500	NP 55,500	NP 28,500
3	Non-Sprinklered Sprinklered	4,000 UL	4,000 UL	4,000 79,500	NP 43,500	4,000 70,500	NP 43,500	4,000 76,500	NP NP	NP NP
4	Non-Sprinklered Sprinklered	3,000 UL	3,000 UL	NP 59,625	NP NP	NP 52,875	NP NP	NP 57,375	NP NP	NP NP
5	Non-Sprinklered Sprinklered	2,400 UL	2,400 UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
6	Non-Sprinklered Sprinklered	2,000 UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
7	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
8	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
9	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
10	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
11	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP
>11	Non-Sprinklered Sprinklered	NP UL	NP UL	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP	NP NP

TABLE 1.0 AREAS FOR EDUCATIONAL OCCUPANCIES

same codes encourage fire sprinkler protection by allowing active fire suppression to be substituted for the passive fire resistance of building materials. As an example, the allowable area for a one-story sprinklered building is three times greater than that of the non-sprinklered building. The allowable area for a multiple story building is two times greater than that of the non-sprinklered building of greater fire resistant construction. Adding fire sprinklers actually creates construction savings. Below, in Table 1.0, it shows the area and difference fire sprinklers make

for an "E" occupancy (a K-12 school). Building codes regulate the size of a building based on its occupancy type and the fire resistance of materials used for building construction. Typically, the greater the fire resistance of the build-

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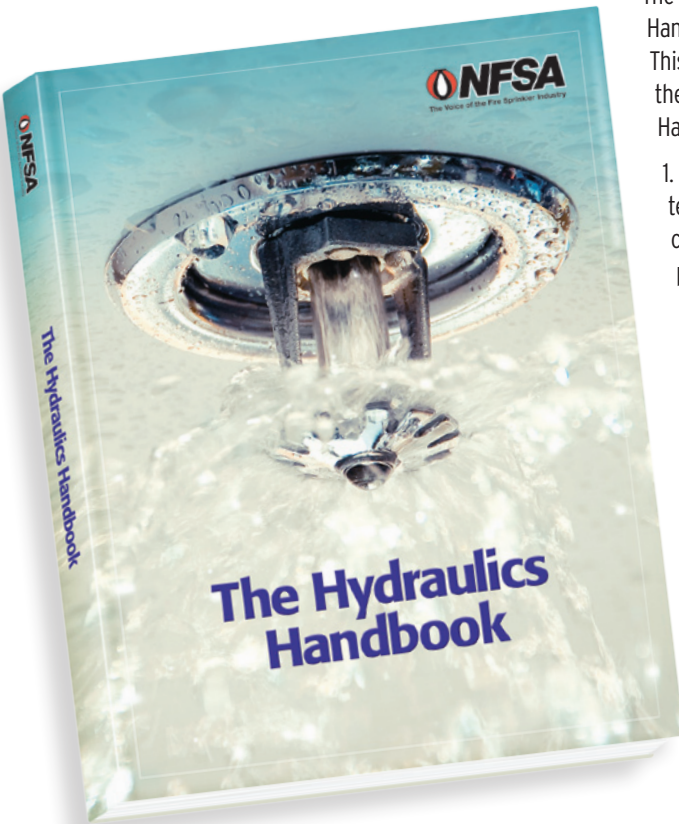
Jeff Hugo, CBO

NFSA's Hydraulics Handbook

The National Fire Sprinkler Association is proud to announce the release of The Hydraulics Handbook, an overhaul and update of a publication originally put out in the early 1990's. This new updated edition is a comprehensive discussion of everything having to do with the hydraulic calculation of sprinkler systems. There are three distinct parts to the new Handbook:

1. Excerpts from the NFSA textbook Layout, Detail, and Calculation of Fire Sprinkler Systems that deal with hydraulics. These comprehensive chapters cover the methods and concepts involved with calculating a fire sprinkler system by hand or with a computer program. Each chapter ends with a series of questions to make sure that the user understood the concepts in the chapter.
2. A brief discussion of conducting hydraulic calculations from the perspective of a code enforcement official. This discussion is helpful for the plan review of calculations that have been submitted. A sprinkler technician can also use this information in spot checking the output from a computer program.
3. Friction loss tables. There are many different types of pipe and tube used in sprinkler systems. For each type of pipe, this book has a page with the friction loss per foot of pipe at a variety of different flows. Each page also contains the equivalent length of the fittings (tees, elbows, control valves, and check valves). These pages substitute for performing the Hazen-Williams friction loss calculation on a calculator and save time for people performing hydraulic calculations by hand or for people wanting to spot check calculations performed by a computer.

With almost 400 pages of text, this book is a "must have" for anybody that performs hydraulic calculations of fire sprinkler systems or performs plan review and approval of hydraulic calculations. **Order your copy at www.nfsa.org at the Resource Center or fill out and return the order form below.**



	Type of Construction									
	Non-combustible					Mixed		Combustible		
	---	I-A	I-B	II-A	II-B	III-A	III-B	IV-HT	V-A	V-B
IBC Structural Elements Rating in Hours	---	3	2	1	0	2	2	2	1	0
NFPA 5000 Structural Elements Rating in Hours	I-443	I-332	II-222	II-111	II-000	III-211	III-200	IV-2HH	V-111	V-000
Construction Costs per Square Foot	---	\$183.47	\$177.15	\$171.88	\$164.04	\$152.79	\$144.62	\$158.31	\$132.93	\$128.42

TABLE 1.1 TYPE OF CONSTRUCTION AND COSTS FOR EDUCATIONAL OCCUPANCIES

>> CONTINUED FROM PAGE 17

ing materials, the larger the building can be built. Also true is that buildings constructed of materials of greater fire resistance cost more to build. Below, in Table 1.1, shows the fire rating in hours of the major structural (load bearing) elements from the IBC and NFPA 5000 along with costs that are average throughout the U.S. according to the ICC for educational occupancies. Starting at the far right the type of construction (V-B) is the lowest cost. As you move left on the table, the construction costs increase.

Determining Construction Savings

Here is an example of a one-story, "E" occupancy structure, at 55,000 square feet. In viewing Table 1.0 above, the area of the new school (55,000), if unsprinklered, forces the architect into one of the highest types of construction, a Type I-B. Look again into Table 1.0 above. Do you see several choices for the architect, when sprinklers are installed? Yes, when sprinklered, the architect will see the 55,000 square foot building fit into lower types of construction, Type II-B, Type III-B and Type V-A for example. Table 1.2 com-

pare the costs and cost savings of when sprinklers are installed and a lower choice of the type of construction is chosen. This amount of savings was done by reducing the type of construction with fire sprinklers.

Table 1.3 is a code study using the same school in the example. It displays the code requirements for the unsprinklered Type I-B school and the fully sprinklered school, side by side. The right side of Table 1.3 shows the major construction trade-offs (or trade-ups). Certainly by eliminating corridor ratings, fire rated door hardware, fire rated glazing, fire dampers, etc., the savings increase dramatically and further increase the savings gained in Table 1.2.

Summary

Requiring all new construction to have fire sprinkler system protection is a win-win decision. The community wins additional fire protection without either higher taxes or increased insurance rates. The developer can reduce his land development costs. The builder can reduce his construction costs. And the buyer will have increased fire safety at a lower cost.

The advantages of sprinkler protection

should become a viable part of every municipal master development plan. Fire sprinkler systems can permit needed community growth and expand the local economy, while controlling overall development and operating costs.

Including fire sprinklers during the design process can significantly reduce construction costs. Cost savings will vary based on the size of the building and the specific codes required by the jurisdiction. The school example above includes construction costs for a new building. Similar savings can be incurred for additions and renovations of existing schools. This simple example did not include additional savings from reduced insurance rates or interest on the construction bonds.

In future planning, the question school boards and superintendents must ask themselves is not "what if our school has a fire?" but rather, "when the school has a fire, how will it be protected?" The decision to install fire sprinklers must be considered the number one priority. Moreover, when sprinklers are provided, the design professional enjoys the benefit of designing a building with an atmosphere of openness that meets the functional needs of the student and faculty while maintaining the best possible fire protection.

Publications and Training

This article is a partial excerpt from NFSA's The Fire Sprinkler Guide, 2012 Codes Edition, which can be purchased directly from our website, www.nfsa.org. Training on this publication and on the benefits of installing fire sprinklers and getting the most from using trade-ups is available. These courses have been used

>> CONTINUED ON PAGE 20

Costs for E Occupancy			
	Per Square Foot	Total Building Cost	Savings*
Non-sprinklered: Type 1-B	\$177.15	\$9,743,250	\$0
Sprinklered: Type II-B	\$164.04	\$9,022,200	\$721,050
Sprinklered: Type III-B	\$144.62	\$7,954,100	\$1,789,150
Sprinklered: Type V-A	\$132.93	\$7,311,150	\$2,432,100
*Sprinklered throughout is included at \$3.00 per sq. ft.			

TABLE 1.2 COSTS FOR E OCCUPANCY

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for many years in explaining to architects the benefits of installing fire sprinklers.①

TABLE 1.3 CODE STUDY FOR EDUCATIONAL OCCUPANCY

No Sprinklers	With Sprinklers
Minimum type of construction: I-B	Minimum type of construction: II-B, III-B, or VA
12,000 sq ft fire areas separated into 5 fire areas	No fire area separations required
A minimum of 4 2-hour fire barriers requirement	No fire barriers required
2-hour structural frame.	No rating of structural frame
2-hour exterior bearing walls	2-hour exterior bearing walls for III-B only
1-hour interior bearing walls	No rating for interior bearing walls
1-hour roof system	No rating for roof system
Manual fire alarm system	No manual fire alarm system required
3000 lineal feet of fire partitions	No corridor rating required
97 fire rated doors, equipped with rated hardware (hinges, latches, and closers)	No rated door or rated hardware required
138 fire dampers for HVAC	No fire dampers required
Fire rated or wired glazing for corridor and fire barrier doors	No fire rated or wired glazing required
Class "B" interior finish	Class "C" interior finish
200 feet of travel distance	250 feet of travel distance

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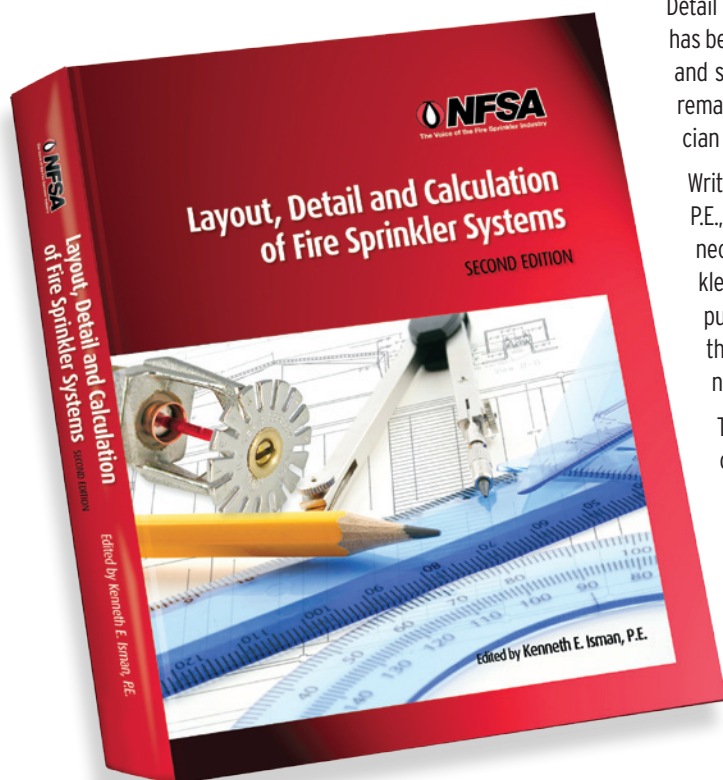
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Written by the NFSA Engineering Department staff and edited by Kenneth E. Isman, P.E., Vice President of Engineering, this text covers every aspect of determining the necessary details for a fire sprinkler system including: hazard classifications, 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.

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The text retails for \$95 (plus S&H) to members of the NFSA and \$145 for non-members (plus S&H). However, as an extra added bonus, to reward the people that purchased the first edition of the book, if you clip Ken Isman's picture out of the 1st Edition back cover flap and send it back to us with your order (mail orders only, no fax orders for this offer), then you can take another \$10 off the price of a single book (\$70 + S&H for members and \$120 for non-members). To get your book, fill out the following form and return it with your payment.

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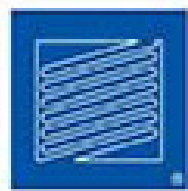
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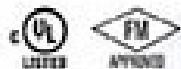
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By Roland Asp, CET

The "Annex"

Those of us that use the NFPA installation standards are well aware that the standards are broken up into two basic sections; the body of the standard and the annex. The body of the standard contains the actual requirements of the standard and the annex contains explanation information. This article will delve into the annex section, concentrating on the NFPA 13 family of standards, and highlight the uses and the benefits contained within this "non-enforceable" section.

The annex, which was called the appendix until the 1999 edition of NFPA 13, has many uses and is without a doubt a valuable resource to the sprinkler contractor, specifying engineer, layout technician and Authority Having Jurisdiction. The annex is included to help users apply the standards and is intended to:

- Contain alternative methods for meeting the intent of the standard.
- Provide explanations of the actual standard requirements.
- Provide examples of applying the standard requirements.
- Illustrate concepts that the committee deemed important but did not meet the level (2/3 vote) required to be included in the body of the standard.
- Include background information such as fire test results.

The annex is not intended to:

- be enforced as requirements of the standard.

Unfortunately, many of us are familiar with the annex due the last bullet point. It is not uncommon for an AHJ to attempt to use the annex as installation requirements. This proves problematic and is certainly not the intent of the Annex. NFPA makes this quite clear in the preface of the annex which states (to use NFPA 13 (2013) as an example):

Annex A - Explanatory Material

Annex A is not a part of the requirements of this NFPA document but is included for informational purposes only. This annex contains explanatory material, numbered to correspond with the applicable text paragraphs.

The above preface is clear in the intent of the annex - The annex is not intended to be requirements. Beyond this, attempting to force annex language into requirements is problematic for many reasons.

The NFPA Manual of Style indicates two distinct language requirements for the standards. Mandatory requirements, as found in the body of the standard, use terms such as "shall" and "shall not." The annex in contrast, uses less definitive terms such as "should," "can," "could" and "might." It is not the intent of the standards to force a term such as should or could into a shall. Further, the annex may contain two or more methods to achieve compliance with a requirement. If the annex gives multiple options and all the options were mandatory, which method

would be required?

It should also be noted that NFPA intends the body of the standards to be the minimum acceptable requirements. The annex may contain methods that are beyond these minimal requirements. These alternative methods may increase the effectiveness of the fire protection system beyond what is required by the standard but are not intended to be enforced as requirements.

The following examples will illustrate the intended purposes of the annex and highlight its importance to the understanding and applying the standards.

Alternate Methods

One example of an alternate method that goes beyond the minimum requirements of the standards may be found in NFPA 13 (2013) in section A.7.9.2.4. Section 7.9 is applicable to refrigerated spaces and section 7.9.2 is for those refrigerated spaces that are maintained below 32 degrees Fahrenheit. A concern with such spaces is the formation of ice plugs. To mitigate this

>> CONTINUED ON PAGE 26



Manager of
Technical Services

Roland Asp, CET

condition it is beneficial for the dry system to utilize air with low moisture content. When you introduce air to a dry system through a compressor, the moisture content present in the ambient air may be deposited as a liquid in the piping system. In areas of freezing temperature this will lead to the formation of ice plugs.

Section 7.9.2.4 deals with this concern by requiring the pressurized gas supply to be one of the following:

- Air from the room of lowest temperature to reduce the moisture content. (cooler air is capable of holding less moisture than warmer air)
- Air compressor/dryer package listed for the application utilizing ambient air
- Compressed nitrogen gas from cylinders used in lieu of compressed air.

These options are the minimum requirement of the standard. The annex associated with this section, however, illustrates an alternate method that will provide a higher degree of preventing these ice blockages.

This alternate method, as illustrated in figure A.7.9.2.4, is a hybrid of option 1 and 2 and utilizes an air compressor/dryer package as in option 2 and utilizes air from the room of the lowest temperature as in option 1. This annex method will provide a greater assurance that ice blockages will not form in the system piping but is not intended to be a requirement of the standard. It is an option that may be used at the discretion of the owner and specifying engineer.

Explanations of the Standard Requirements

Section 8.15.7.2 of NFPA 13 (2013) and its annex section is an example of the body of the standard indicating the minimum requirement and the annex providing additional guidance for applying this section. 8.15.7.2 states that sprinklers shall be permitted to be omitted under exterior projections exceeding 4 feet in width when the projection is constructed with materials that are non-combustible, limited-combustible or fire retardant-treated wood. (If combustible materials are to be

stored under this projection than section 8.15.7.5 requires sprinklers).

The sections associated annex (A.8.15.7.2) provides additional guidance for the specifying engineer. This annex section suggests that cars temporarily parked under these projections, such as in porte-cocheres at hotels, would not be considered storage and would not normally force the requirement for sprinklers to be applied.

This section does state that "areas under exterior ceilings where the building is sprinklered should be protected due to the occupancy above." As this statement is located in the annex and uses the term "should" instead of the term "shall," this is not a requirement of the standard. It does, however, remind the specifying engineer to evaluate exterior roofs with occupancy above and determine if sprinkler protection needs to be provided based upon the site specific conditions.

Examples of Applying the Standard Requirements

One of the many examples of the annex giving an explanation on how to apply the requirements of the standard may be found in section 23.4.4.1.1.4 and 23.4.4.1.1.5, which are new to the 2013 edition of NFPA 13. These sections contain an allowable option when dealing with two hazard calculations in the same building. These sections are specifically useful when the higher hazard area is smaller than the required design area and gives an option to include all the sprinklers in small high hazard areas and to make up the required discharge by adding additional flow to the system.

This method is informally known as a "phantom flow" and one of the reasons for including this method of calculation was the case of small dry systems protecting exterior loading docks. Prior to the adoption of section 23.4.4.1.1.5, the only way to achieve the required design area was to use the entire dry system and make up the balance of the required design area by adding sprinklers from the interior wet system.

As this is a new concept in the standard, many are not familiar with this calculation method, so the committee added an annex

section, A.23.4.4.1.1.4, which outlines a step by step procedure for applying this calculation method. Additional information on "Phantom flow" may be found in Ken Isman's Technically Speaking article in this issue.

Another example of this use of the annex can be found in section NFPA 13 (2013) in section 24.2.4.3. Section 24.2.4 pertains to pressure tanks as a water source and section 24.2.4.3 states that the pressure tank must have a capacity of water to satisfy the duration requirements and sufficient air pressure to push the water out of the tank to the sprinklers while maintaining the necessary residual pressure at the top of the system. The body of the standard, however, gives no indication on how to confirm compliance with this requirement.

This is where the annex comes in. The annex section includes a formula that may be used to determine the tank pressure and ratio of air to water, which for calculated systems would be:

Where:

$$A = \text{proportion of air}$$

To further explain this concept, this annex section provides an example of utilizing this formula to meet the requirements of this section.

These examples show that the annex of the standards, while not part of the requirements, is essential in understanding the processes needed to comply with the requirements of the standards.

Illustrative Concepts

The annex is also where the committee will include information that is important to understanding the intent of the requirements or to illustrate concepts that the committee thought were important but could not agree on the language to include in the standard. One such instance deals with "shadow areas."

Section 8.1 outlines the basic requirements of installing a sprinkler system and 8.1(3) is specific that sprinklers must be positioned and located as to perform adequately in respect to activation and distribution. Basically this section

requires the sprinklers to be located to avoid obstructions, which can be accomplished by following the obstruction rules in chapter 8.

When utilizing the obstruction rules (3 times rule) with obstructions such as columns, the small area directly behind the obstruction that would not be in the direct discharge path of the sprinkler are considered to be "shadow" areas. These shadow areas are permitted by the standard, as they would inevitably occur when utilizing the rules within the standard. These shadow areas that do occur behind obstructions such as col-

umn with obstructions such as columns, wing walls and other architectural features. This annex note could be thought of as an extension of the rule known as the "three times" rule.

Provide Background

The annex often includes references to fire testing data. These test results serve to offer background information for the data used for coming up with particular rules in the standard. Including these test results are particularly useful when the committee includes a new concept or revises a long-standing one.

"... the annex is vital to understanding and applying the requirements that are included in the body of the various standards. Reading the body without the annex would only give a partial and incomplete understanding of the intent and application of the standards. The two cannot be separated."

umns are not an issue as long as the 3 times rule is applied when locating the sprinkler.

NFPA 13R and NFPA 13D both include the concept of shadow areas in the body of these standards. However, nowhere in the body of NFPA 13 are these shadow areas or apparently dry areas mentioned. The NFPA 13 committee took a different approach than the residential committee in dealing with this concept.

The NFPA 13 committee did not agree on the language to include in the body of the standard, but they did agree that this concept was important and should be included in the standard. The solution was to include this concept as an annex note.

The language included in the annex makes clear that notwithstanding the wording of section 8.1(3); these dry areas are expected and allowed. A.8.1(3) states in part, "...it is not intended or expected that water will fall on the entire floor space of the occupancy." Figure A.8.1.1(3) (a) and Figure A.8.1.1(3)(b) illustrate this concept.

Although shadow areas are not mentioned in the enforceable body of the standard, through this annex note, the committee has made clear that small shadow areas are not prohibited by the standard and are, in fact, expected when dealing

An example of this can be found in NFPA 13D, Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings. The design criterion for NFPA 13D has long been based on the two sprinkler design area. Up to the 2010 edition this two sprinkler design was limited to flat, smooth ceilings. Sloped ceilings required the use of specially listed sprinklers and possibly a three or more sprinkler design area.

The 2013 edition of NFPA 13D greatly expanded the two sprinkler design to include beamed ceilings, sloped ceilings, and sloped ceilings with beams. This has allowed the use of "standard" residential sprinklers to be used with the two sprinkler design in more than just flat, smooth ceilings. This was a significant change to the standard and one that was not done lightly.

The validity of the two sprinkler design with these expanded ceiling configurations was the subject of a Fire Protection Research Foundation project that consisted of simulations and full scale fire testing.

As this constituted a significant change to NFPA 13D, annex note A.10.2 includes reference to this testing, which serves as a validation of the new standard requirements.

This annex note also validates the use of the two sprinkler design as opposed to a single sprinkler design by referencing research performed by the National Institute for Standards and Technology and fire testing performed by NFSA.

Although these NFSA tests were used to develop rules for ceiling fans, these tests also showed that if the water supply was sufficient for only a single sprinkler, the system may not have been able to control the fire. These tests and studies give a good indication that a one sprinkler design may not be adequate and a three or more sprinkler design may be overkill.

The background provided by referenc-

ing fire tests and other research serves to validate the actual requirements of the standard and may provide guidance for situations not specifically addressed by the standard.

Conclusion:

The annexes cannot and are not intended to be mandatory requirements of the standards but rather are intended to provide clarification, illustrations and general information. The annex of the various standards contains useful information for the users including the specifying engineer, layout technicians, installers and AHJs. A thorough understanding of these sections will aid in producing a compliant and cost effective installation.

I hope this article made clear that the annex is vital to understanding and applying the requirements that are included in the body of the various standards. Reading the body without the annex would only give a partial and incomplete understanding of the intent and application of the standards. The two cannot be separated. The body of the standards tells us what we need to do while the annex will tell us why, how and provide alternative methods to accomplish compliance with these requirements. ①



NAME: **BRUCE LECAIR**
 TITLE: **ASSOCIATE DIRECTOR OF REGIONAL OPERATIONS - WEST REGIONAL MANAGER**
 REGION: **ARIZONA, NEVADA, NEW MEXICO, CALIFORNIA, HAWAII**

BIOGRAPHY:

Bruce Lecair joined NFSA in 2008 and is the Regional Manager of the Southwest Region. On January 1st this year he was promoted to Associate Director of Regional Operations - West. Bruce has an Associates of Arts Degree in Fire Science, a Bachelor of Science Degree in Management and a Master of Science Degree in Emergency Services Administration. Bruce served the City of Woodland Fire Department for 28 years leaving the department in 2007 as the Assistant Fire Chief. •

SQ: What is going on in Phoenix with the opening of the new Chapter?

Bruce: The Phoenix Area Chapter is expected to formally enter into an MOU (Memorandum of Understanding) with the National Fire Sprinkler Association sometime in 2014. Southwest Area Director Aaron Bennett and our NFSA Contractor members are reviewing the new NFSA Chapter Handbook and look forward to formalizing the new Chapter and growing its membership in Arizona.

This is going to be a slightly different Chapter with its own culture with lunch meetings that are open to AHJ's as well as anyone who is an NFSA member within the rules contained in the NFSA Chapter Handbook. We have held over 10 Area Interest Meetings and the feedback and exchange of information between the contractors, SAMs and professional members with the AHJs who have attended has been amazing to watch and listen to. A lot of positive communication occurs at these meetings. This new Chapter is going to be fun to keep an eye on in the coming years.

SQ: Do you have any training scheduled for this year?

Bruce: We have already conducted two NFPA 25 California edition update classes in January, which were sponsored by our San Francisco Bay Area NFSA Chapter. The classes were conducted in Hayward and Woodland in Northern California and were attended by over 100 students. We conducted two of the same classes sponsored by the Los Angeles Area NFSA Chapter last October in Whittier at U.A. Local 709 that were attended by over 120 students.

Our next set of classes are going to be held in Phoenix on April 15 and 16 at the Phoenix Fire Department Operations Center and are free to AHJs. The classes are sponsored by our Phoenix Area NFSA contractor members and are going to feature the Understanding, Applying & Enforcing NFPA 25 and Pumps for Fire Protection seminars.

We are also hoping to see the April 23-24 classes in Hayward, California fill up and are looking forward to the 2013 NFPA 13, 13R, 13D Update class and Basic and Advanced Seismic classes being taught at U.A. Sprinkler Fitters Local 483 in Hayward.

This summer we will be back in Woodland, California for the 3-day ITM class on July 15-17.

SQ: Why are the NFSA Chapters so interested in NFPA 25 classes?

Bruce: California is going into its 2nd adoption of the NFPA 25 California edition. Area Director Jack Thacker and I and several of our contractor members are active participants on the OSFM NFPA 25 Work Group. We believe that Inspection, Testing and Maintenance are very important aspects of maintaining our California Fire Sprinkler ordinances in that this shows that we strongly believe that ITM helps to make sure these systems will work when they are needed. Our contractor members wanted to inform stakeholders of the new adoption with one strong single message and felt it was important enough to sponsor the four classes on both ends of the state.

NFSA's Director of ITM Jason Webb, Area Director Jack Thacker, representatives from the Office of the State Fire Marshal and I taught the classes in a forum style and we did a great job of getting the word out with a single message about owner responsibility and the new California amendments. We reached AHJs and Contractors from south of San Diego to north of Sacramento. It was well worth the time and effort. We had nothing but great feedback in our evaluations.

SQ: How is the development of the new Area Websites coming along?

Bruce: We developed two websites in

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anticipation of the new Phoenix Area Chapter forming and our expectations that we will be seeing new members in Arizona. We also wanted a website that was specific to California with room for news from Hawaii. Someday the Southwest will be two regions again and they will be the West and Southwest Regional sites.

For now the two sites are pretty much California and Arizona specific and are great resources for news and information on what is happening in those areas. We have updated information on contacts, news, training and events that are routinely updated each month. I'm excited that our members can go to their own link at www.nfsasouth.org or at www.nfsasouthwest.org and find out when we are doing things and what is going on. It's really pretty fun.

SQ: Any other exciting events going on?

Bruce: There is a lot going on all the time but the most fun thing on the horizon is the June NFSA Board Meeting in Long Beach, California on the Queen Mary June 16-18. The Queen Mary is amazing and having the meetings there is going to be a blast. But I know Jack is especially excited about hosting the dinner at his home on Long Beach Harbor and has arranged for a great night starting with a scenic boat ride from the Queen Mary to his home. Jack loves to eat, drink and entertain so I know we are all in for a great night. And at the end of the night we get to travel back on the boat to the Queen Mary with a nighttime view of Long Beach Harbor. It's going to be fun and Jack and I hope to see everyone there! 🍷

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NAME: **SUZANNE MAYR**
 TITLE: **REGIONAL MANAGER
 NORTHWEST REGION**
 REGION: **ALASKA, IDAHO, MONTANA,
 OREGON, WASHINGTON**

BIOGRAPHY:

Suzanne Mayr serves as both the Northwest Regional Manager and the Executive Director of the Puget Sound Fire Sprinkler Advisory Board. Before joining NFSA in 2012, she worked in healthcare in several capacities, including injury prevention, marketing, fundraising and medical sales. She has a journalism degree from Gonzaga University and resides in Tacoma, WA. •

SO: You've been with NFSA for two and a half years now. What has been your biggest challenge?

Suzanne: The biggest challenge I have at NFSA is very similar to the challenge I faced in my previous work in injury prevention: when what you are doing is working, there's no hoopla or fanfare! Just like when people are saved by their seat belts, when a sprinkler system suppresses a fire in a warehouse or an apartment building, there's generally no media coverage. No one really keeps data on how many millions of dollars of property was NOT destroyed or how many people WERE able to safely evacuate.

When success is all about what doesn't happen, keeping the importance of correctly installed and maintained fire sprinkler systems in front of policy makers, building owners, and the public is a big challenge. I'm continually looking for ways to promote understanding of our product, how it works, and the importance of skilled contractors.

SO: What will you be working on in the Northwest in 2014?

Suzanne: One of my top goals is to help members get the most out of their memberships. The first step for me is to continue to learn more from the NFSA members in all five states in the Northwest Region. Members in each state have unique training needs, legislative agendas, policy-making bodies and other key differences.

One of the best member benefits is access to top-rated training, and I want to make sure the Northwest has a robust schedule of training opportunities in 2014. We started out this year with the 2-week Layout Technician training, a great opportunity for contractors to get the best instruction for their staff. I'd like to follow-up with a series of more advanced training. Watch for topics such as protection of storage, seismic protection, and NFSA's newest courses in the areas of liability and Inspection, Testing and Maintenance (ITM). If there is training our members want to bring to the Northwest, I am willing to get it organized!

Another main priority as Regional Manager is to represent members at statewide and local policy development forums, AHJ meetings and conferences--in short, any place fire sprinklers are on the agenda. As Regional Operations Vice President Buddy Dewar likes to say, "If you are not at the table you are on the menu!" I want to make sure our members are represented at the table! I appreciate when members give me a heads up on issues that need addressing.

SO: Speaking of addressing unique needs in the Northwest, what do you hope the upcoming Northwest Residential Fire Sprinkler Summit set for September 2014 will accomplish?

Suzanne: There are active residential fire sprinkler coalitions in Washington, Oregon and Idaho, but each of those states has a different process and is in a different stage of accepting building codes that require residential fire sprinklers. The one thing all of those states can do together is provide and share information. That's the reason for the Northwest Residential Fire Sprinkler Summit.

Our theme is "Get Connected!" because this event will not only connect advocates with new information on the topic, but it will be a great opportunity for all of those involved in any capacity with residential systems to interact. We are hoping to have a great turnout of fire marshals, building officials, fire sprinkler contractors, water purveyors, sprinkler and piping manufacturers and distributors, and builders.

We are bringing in some great resources from around the country. Speakers like Tom Lia from the Northern Illinois Fire Sprinkler Advisory Board and Tonya Hoover from the fire marshal's office in the state of California have a lot of wisdom to share. NFSA's John Corso and Bob Eugene of Underwriter's Laboratory will also be presenting thought-

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provoking information. I'm looking forward to the panel discussion that we are hoping will be more like a dialogue with our attendees. Many of the attendees also have a lot of experience on the topic and I'm hoping we create an environment that encourages info sharing.

Numerous vendors will be involved throughout the day. These fire sprinkler industry suppliers are a wealth of information and experience. We will also have participation of NFPA, the Center For Public Safety Excellence, and other great resources.

Now for my shameless plug: Be sure to mark your calendars for a full day at the Summit on Thursday, September 18th at the Heathman Lodge in Vancouver, Washington! 📍

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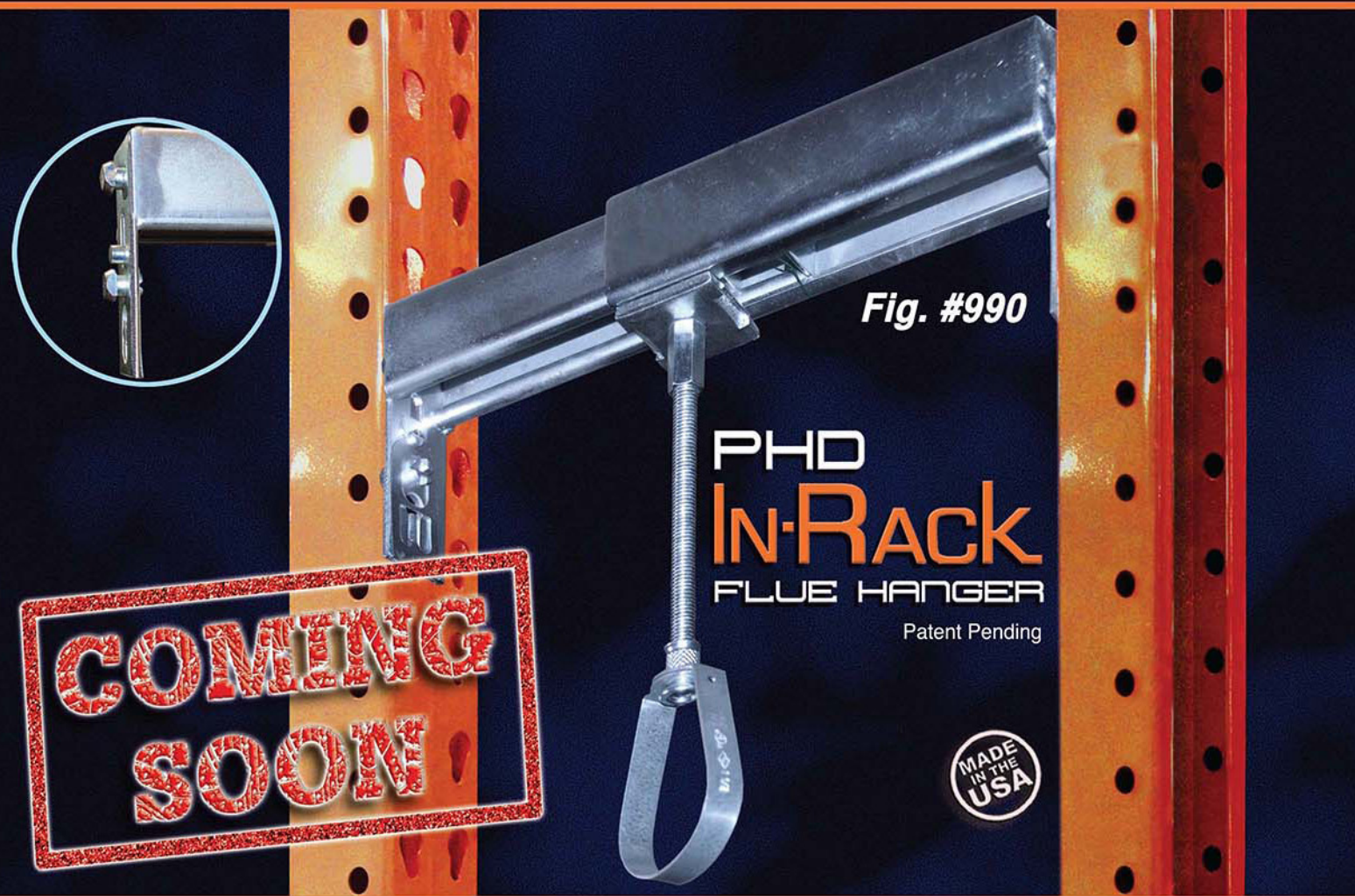
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PHD INTRODUCES NEW PRODUCT
SAVES TIME SAVES MONEY



Simplifies Warehouse Sprinkler System Installations!

PHD's In-Rack Flue Hanger is designed with productivity in mind. Unlike traditional pipe hanging methods comprised of over 16 separate parts and taking up to 20 minutes to build & install, PHD's fully adjustable In-Rack Flue Hanger is pre-assembled and installs in seconds. In a typical 1,000 unit warehouse installation, you'll save 120 hours in labor costs alone!

- ✓ Fits within typical 8" to 12" wide space
- ✓ Fully adjustable to fit 90% of racking systems including Teardrop and Keystone styles
- ✓ Standard Finish - EG
- ✓ Innovative Design - Made in U.S.A.

Request your **FREE** Sample by calling your PHD Distributor Today!



PHD Manufacturing, Inc.

(800) 321-2736

www.phd-mfg.com

Rick Persing - (574) 536-3857

E-Mail: rickp@phd-mfg.com

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 Lubrizol Advanced Materials
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 Ferguson Fire and Fabrication
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 Edina, Minnesota

Don Smith
 Chicago Backflow Prevention Systems
 Alsip, Illinois

Cary Wiley
 Apollo Valves/Conbraco Industries
 Matthews, North Carolina

2014 BUYER'S GUIDE ISSUE

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

3S Incorporated

8686 Southwest Pkwy
Harrison, Ohio 45030-2109
Phone: 513.202.5070
Fax: 812.656.8545
Website: <http://3s-incorporated.com>

Sales Contact:

Matt Euson

email:

meuson@3s-incorporated.com

Company Profile:

Since 1987, 3S has provided our industrial and commercial customers with the finest fire protection systems and service available. Our reputation has been built on our "Customer First" philosophy. Serving our customers is our No. 1 priority.

From consulting, to code analysis, to complete bid package specifications, we can assist you in outlining the system most applicable and most cost effective for your needs.

Utilizing the latest technology available in the fire protection industry, our NICET-certified Engineers and Designers provide you with superior systems engineering. Each system design will be uniquely tailored to fit your custom application.

Our quality is illustrated in our custom fabricated control panels, mechanical enclosures and systems integration—each custom-built for your application. High-quality components, assembled with meticulous attention to detail, delivered on time—make the difference!

Our experienced Project Managers work with you every step of the way to ensure a smooth, timely and efficient installation.

Whether by 3S Technicians or outside skilled trade craftsmen, your installation will be the "first class" in every way! Quality workmanship and professionalism are our trademarks.

We service what we sell—and inspect it, too! Our state-licensed and factory-trained Technicians are committed to ensuring that your system performs as it was designed. 3S will also service and inspect systems installed by others.

Our 24/7 response team means that we'll be there when you need us. Just let us know how we may be of service to you.

Please ask about our custom enclosure design and assembly for hazardous and industrial areas!

Founded:

1986

Primary Products/Services:

Inspector's Test and Drain Valves and Accessories

Market Area:

International

Hours of Operation:

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

Management:

James McHugh
George McHugh IV

Sales Contact:

James McHugh

Company Profile:

AGF Manufacturing, Inc. revolutionized the fire sprinkler industry with the Model 1000 TESTanDRAIN® single valve inspector's test which eliminated the time and space consuming traditional loop assembly. Since then, TESTanDRAIN® valves have been installed in countless systems throughout the world and AGF continues to introduce innovative new products such as INSPECTOR'S TEST®, REMOTEST® and Commercial and Residential RISERPACK®. TESTanDRAIN® valves are now made in more styles, in more sizes and with more orifice options than any other valve on the market. In 2010 AGF introduced COLLECTanDRAIN, a unique dry system condensate detection and drainage device, solving a problematic area found on nearly all dry systems. All AGF products are manufactured to the highest quality and meet or exceed ISO 9002 standards. AGF valves are UL Listed and FM Approved.



Accu-Fire Fabrication, Inc.

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

Founded:

1991

Primary Products/Services:

Fire Sprinkler Fabrication & Supply

Market Area:

Northeastern United States

Hours of Operation:

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

Management:

Deandra Murphy, President
Vince Murphy, Vice President of Operations
Mike Stango, Vice President of Sales

Sales Contact:

Mike Stango, Vice President of Sales
Tel: 215.260.4400

Company Profile:

Our entire organization is dedicated to supplying fast, accurate, leak-free fabrication. Since its inception in 1991, Accu-Fire maintains a solid reputation for quality and service. We have a 75,000 sq. ft facility with six acres of pipe inventory. All products are delivered on our trucks equipped with 50 foot booms or rear mounted fork lift. In addition to fabrication, Accu-Fire is a full service supplier of fire sprinkler devices. Visit www.accufire.com for product affiliation. AccuFire is an approved Women's Business Enterprise.



Aegis Technologies, Inc.

295 East Swedesford Rd, #280
Wayne, New Jersey 19087
Phone: 610.676.0300
FAX: 610.676.0383
Website:
Manufacturer of Specialty Fire Protection Fittings
Email: tclark@aegistechnologiesinc.com

Founded:

2007

Primary Products/Services:

Manufacturer of Specialty Fire Protection Fittings

Market Area:

Worldwide

Hours of Operation:

7:00 a.m.-4:00 p.m. EST

Management:

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

Sales Contact:

Terry Clark, V.P. Sales

Company Profile:

Founded in 2007 by the Jensen family, Aegis Technologies and its shareholders are not new to the fire sprinkler industry. Over the past 40 years and as former owners of Allied Piping Products and Merit Manufacturing, the Jensen's and their partners have historically developed and manufactured innovative, labor-saving products for the fire sprinkler industry. We pioneered the lightweight welding outlet fittings and adjustable drop nipples under both the Allied and Merit names for the fire sprinkler markets. Now our new company, Aegis, continues this tradition. Made in the USA—Today, many fitting manufacturers seek to improve their profit margins by transferring

technology and manufacturing offshore. Here at Aegis Technologies, we are committed to developing domestic manufacturing techniques to produce quality pipe fittings at competitive prices with fair returns, contributing to the strength of our country's economy.

The Adjuster Drop Nipple and Dropster Reducing Nipple are the results of our 30+ years of experience producing fittings for the fire protection industry. Aegis experience:

Quality – Products produced on all new state-of-the-art American-made equipment that holds tighter tolerances than our counterparts' machinery.

Quality Assurance – As part of our quality system, ferrous and elastomeric material lots are checked by independent laboratories over and beyond the UL and FM scope. Each fitting is marked with a lot number that is matched to specific "ship to" addresses, as well as detailed material and production quality records.

Value – With advanced manufacturing techniques and quality processes, we're able to produce a superior, American-made fitting at a competitive price.

We trust that our company's philosophy and product features will serve you well.

AFCON

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

Founded:

1952

Primary Products/Services:

Pipe Hanger Products, Sway Braces, Software

Market Area:

Worldwide

Hours of Operation:

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

Company Profile:

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

Allied Tube & Conduit

16100S. Lathrop Avenue
Harvey, Illinois 60426
Phone: 708.339.2124
Website: www.alliedtube-sprinkler.com
Email: ekurasz@atkore.com

Founded:

1959

Primary Products/Services:

XL®BLT®, Dyna-Flow®, Dyna-Thread®, Schedule 10/ Schedule 40

Market Area:

National

Hours of Operation:

8 a.m.-5 p.m.

Management:

John P. Williamson, President and CEO
Ed Kurasz, Executive Vice President-Sales
Bob Pereira, President, AFC Cable
Steve Elsdon, President, Unistrut Int'l.

Sales Contact:

Mark Marcossan, Field Sales Manager-Sprinkler
Email: mmarcossan@atkore.com

Company Profile:

Allied Tube & Conduit, a part of Atkore International is a leading producer of steel sprinkler pipe in North America and offers a complete line of sprinkler pipe products. From Dyna-Flow, XL/BLT and Dyna-Thread to Schedules 10 and 40, Allied Tube & Conduit has the sprinkler pipe product for your next project. We are dedicated to producing innovative products that meet the changing needs of our industry. Our focus is on the fire protection project and the best fit for sprinkler pipe solutions.

Amtrol, Inc.

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

Management:

Wolfgang Neumann, Product Manager

Anvil International

2 Holland Way
Exeter, NH 03833
P: 603-418-2828
F: 603-418-2833
T: 800-301-2701
Website: www.anvilintl.com

Founded:

1850

Primary Products/Services:

Grooved couplings, fittings, valves, pipe hangers, supports, seamless pipe nipples malleable, cast iron and forged steel fittings

Market Area:

International

Hours of Operation:

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

Management:

Mitch Bevell, Director of Sales-East
Brian Reef, Director of Sales, West
Phil Schechinger, V.P. International & Fire Products

Sales Contact:

Debi Skyberg, National Inside Sales Manager
Tel: 708.885.3000
Fax: 708.534.5441

Company Profile:

Anvil offers a complete line of grooved couplings, fittings and valves that deliver cost savings at installation and long-lasting performance. Anvil is also the market leader with a complete selection of pipe hangers, supports and seamless pipe nipples, as well as malleable, cast iron and forged steel fittings. As innovators of pipe fabrication our NAP brand manufactures fabrication equipment to include automatic welders, plasma cut-off and hole cutting equipment, make-on machines and pipe threaders. Anvil International: Building Connections That Last.



APEX Pumping Equipment, Inc.

720 Heartland Drive, Unit P
Sugar Grove, Illinois 60554
Toll Free: 866.563.2739
FAX: 630.466.4499
Website: www.262apex.com

Founded:

1996

Primary Products/Services:

Fire Pumps and related equipment and repairs

Market Area:

Upper Midwest

Hours of Operation:

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

Management:

Brad Clemmons, President
Vince Rodriguez, Vice President & Service Manager
Steve Holzkopf, Office Manager

Sales Contact:

Steve Holzkopf
email: steve@262apex.com

Company Profile:

Established in 1996, we have grown to represent many of the products found in the fire pump room, like backflow devices to air release valves to fire water storage towers and tanks above and below, not to mention our original focus of fire pumps and

repairs. We have grown to include Illinois, Iowa, Minnesota, Wisconsin and Indiana for many of our products. "We Supply Solutions" for your simple fix to complex, difficult issues. With over 200 years of experience, we have seen it all! Perhaps you have a new challenge for us!

Apollo Valves/Conbraco Industries

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

Primary Products/Services:

Flow Controls-Ball Valves, Backflow Preventers

Market Area:

Worldwide

Hours of Operation:

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

Management:

Pete Chapman, General Manager, Backflow Prevention
Cal Mosack, Executive Vice President, Sales & Marketing
John Wells, Director, Sales Administration
Sean Perry, Technical Sales Manager

Sales Contact:

Pete Chapman, Gen. Mgr., Backflow Prevention
Phone: 704.841.6066

Company Profile:

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

ARGCO

2610 Commerce Way
Vista, California 92081
Phone: 760.727.1644
Toll-Free: 800.854.1015
FAX: 760.727.3270
Website: www.argco.com

Founded:

1981

Primary Products/Services:

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

Market Area:

International

Hours of Operation:

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

Management:

Tom Tallman, General Manager
Lawrence Kent, Sales
Buck Eilers, Sales
Woody Witwer, Sales

Sales Contact:

Tom Tallman, Gen. Mgr.
Phone: 800.854.1015

FAX: 760.727.3270

Company Profile:

ARGCO has been supplying the fire sprinkler industry since 1981. Starting with hard-to-find escutcheons and wall plates, ARGCO continues to expand its line. Top selling pipe thread sealants, a full line of hangers and fasteners, ARGCO's own brand of "PT" piping tools, grooved couplings and fittings as well as Ductile and Cast Iron fittings.

Atlantic American

Fire Equipment Company
121 Titus Avenue
Warrington, Pennsylvania 18976
Toll-Free: 800.247.1128
FAX: 215.491.7395
Website: www.atlanticamerican.com

Founded:

1985

Primary Products/Services:

Fire Protection Products

Market Area:

Maine to North Carolina

Hours of Operation:

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

Management:

Paul DeCamera, Sr. President
Patrick Roche, Vice President
Robert MacGeorge, V.P., Operations
John Beck, Steel Pipe Division Manager

Sales Contact:

Bill Devlin, Sales Manager

Company Profile:

Atlantic American Fire Equipment Company is a leading wholesale material supplier to the fire protection industry. We provide top quality products at very competitive prices to commercial and residential fire sprinkler contractors throughout the Mid-Atlantic and Northeast regions of the U.S. The company was founded by Paul DeCamera and

Patrick Roche in 1985, based on a vision of providing quality products and service to our customers. Since then, we have grown by adding five warehouses strategically located throughout a 13-state region, allowing us to take our service to an even higher level. Our plans include adding more warehouses to support the demand for our products and services. We insist upon well-stocked inventories resulting in excellent fill rates, making us your one stop shop for the best sprinkler system components available on the market today.

BlazeMaster® Fire Sprinkler Systems – Lubrizol

9911 Brecksville Road
Cleveland, Ohio 44141
Phone: 216.447.5000
Toll-Free: 888.234.2436
FAX: 216.447.5750

Website: www.blazemaster.com

Founded:

1984/Lubrizol founded 1928

Primary Products/Services:

BlazeMaster® CPVC for pipe and fittings

Management:

Matthew Kuwatch, Global Business Director
Gary L. Johnson, Market Segment Manager – Americas
Jeff Gibson, Key Accounts Manager – North America
Julie Schade, Program Manager – FBC™ System Compatible Program
Sales and Marketing Department
Phone: 1 855-735-1431
Connect with us @LZ_CPVC
www.blazemaster.com

Company Profile:

BlazeMaster® CPVC Fire Sprinkler Systems have a proven history of performance as a cost effective alternative to metal piping systems featuring fast, easy installations, superior corrosion resistance and low flame and smoke characteristics. Since the product was introduced in 1984, more than one billion feet of BlazeMaster® pipe have been installed in more than 60 countries, making it the most specified non-metallic fire sprinkler system in the world. BlazeMaster® pipe and fittings are accepted for use in all three major model codes and meet National Fire Protection Association NFPA 13, 13D and 13R sprinkler standards.

BuildingReports

1325 Satellite Blvd. Ste 1607
Suwanee, Georgia 30024
Tel: 770.495.1993
FAX: 770.495.9331
Website: www.buildingreports.com

Founded:

1999

Primary Products/Services:

Web-based inspection reporting services

Market Area:

Worldwide

Management: Brett Brewster, Pres.& CEO
Sales Contact: sales@buildingreports.com
Company Profile: BuildingReports innovative fire and life safety inspection reporting solutions provide accurate, trusted inspections that are fully documented in compliance with regulatory standards.



Chicago Backflow, Inc. aka CB Marketing

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

Founded:

1993

Primary Products/Services:

Backflow Prevention Service, Testing, Installation and Inspection

Market Area:

Northern Illinois and Northwest Indiana

Hours of Operation:

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

Management:

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

Company Profile:

Chicago Backflow, Inc. is the Premier Backflow Testing Company. We have been serving Northern Illinois and Northwest Indiana since 1993. We are dedicated to protecting your drinking water.

Offering full-warranty backflow testing & service. Any and all repair parts, labor and return trips are covered. Never worry about costly repairs to your backflow preventer. We carry over \$400,000 in inventory parts and are available 24/7.



CB Marketing, Inc. (A CBI Company)

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

Primary Products/Services:

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

Market Area:

Nationally for 13D Pump Systems
Hours of Operation: 8:00 a.m.-4:30 p.m. Mon.-Fri., 24/7 emergency service

Management:

Donald J. Smith, President,
Michael Eisenhauer, Vice President
Barb Jonas, Product Manager.
Nick Smith, Sales Representative

Sales Contact:

Sales/Quote Contact: Barb Jonas or Nick Smith
New Product Opportunities: Donald J. Smith
Phone: 708.202.0033
FAX: 708.385.5415

Company Profile:

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

City Source Rental & Supply L.P.

240 Ofarrell Street
San Francisco, California 94102
Phone: 415.397.4925
FAX: 415.520.4002
Website: www.citysourcesf.com
Contact: Richard Leider

Clarke Fire Protection Products, Inc.

3133 East Kemper Road
Cincinnati, Ohio 45241
Phone: 513.719.2307
Website: www.clarkefire.com
Email: jstrousse@clarkefire.com

Founded:

1964

Primary Products/Services:

Diesel Engine Fire Pump Drivers

Market Area:

Global

Hours of Operation:

24/7

Management:

Dane Petrie - President and CEO
John Whitney - Senior Vice President
Justin Strousse - Director of Global Sales
Ken Wauligman - Engineering Manager
Dave Scholten - Customer Support Manager
Brandon Cushman - Production Mgr.

Sales Contact:

Mike Mathes , Market Development and US Dealer Support
Email: mmathes@clarkefire.com

Company Profile:

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

Thank you for considering us for your fire protection needs and if you would like any additional information, please visit our website at www.clarkefire.com. Thank you!

Complete Pump Service Co., Inc.

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

Founded:

1964

Primary Products/Services:

Fire Pump Testing/Service on all Water Application Pumps

Hours of Operation:

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

Management:

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

Sales Contact:

Rich Ficarra, President
Phone: 630.628.1600 ext. 107
FAX: 630.628.1709

Company Profile:

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

Croker Division

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

Founded:

1911

Primary Products/Services:

Fire Protection Equipment

Market Area:

Domestic/International

Hours of Operation:

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

Management:

Paul Sposato, President
Douglas Loew, VP Export Sales
Peter Levine, Sales Coordinator

Sales Contact:

Peter E. Levine, Sales Coordinator

Company Profile:

For over 100 years, Croker has manufactured and supplied the highest quality Fire Hose Standpipe Equipment available in the industry. Croker continues to be an industry leader in quality products as well as dependable service. Our Croker catalog provides building owners, architects, engineers, distributors and contractors with a clear comprehensive specification and purchasing reference guide second to none. Our main warehouse is located in Elmsford, New York. We maintain inventory in Dallas, Texas; Detroit, Michigan; Miami, Florida; Cleveland and Cincinnati, Ohio; Fountain Valley, California; Louisville, Kentucky; Ashland, Virginia and Wilmington, Delaware.

The Croker product line includes Hose Valves,

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

BRANCH OFFICE AND REGIONAL WAREHOUSES:

Croker Texas

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

Croker Ohio

4690P Interstate Drive
Cincinnati, Ohio 45246
Phone: 513.870.0517
FAX: 513.870.0363
Bob Orth, Regional Sales Manager
Jerry Hutchinson, Warehouse Manager

Croker Florida

13605 SW 149th Ave, Suite 6
Miami, Florida 33196
Phone: 954.423.8820
Leon Benlolo, Regional Sales Manager

Croker California

18436 Bandilier Cirde
Fountain Valley, California 92708
Toll Free: 888.773.3473
FAX: 888.713.3473
Gary Moe, Regional Sales Manager

Decoshield Systems, Inc.

272 SW 12th Ave.
Deerfield Beach, Florida 33442
Phone: 800.873.0894
Fax: 954.585.3894
Website: www.decoshield.com

Management:

Linda Camm, President

Company Profile:

The DecoShield® Systems can be used in new construction or in existing buildings to cover

unsightly piping, cables, conduits, etc.

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

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

Take a look at our product line and you will see why DecoShield® is, indeed, "The Creative Cover". To receive our full product catalogue and samples, fill out our "Request Information" page or give us a call at (800) 873-0894.

W.S. Darley & Company

325 Spring Lake Drive
Itasca, Illinois 60143
Phone: 800.323.0244
Website: www.darley.com

Founded:

1908

Primary Products/Services:

Fire and Emergency Services

Market Area:

International

Hours of Operation:

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

Management:

Paul Darley, President
Jim Darley, Head of Sales
Kevin Sofen, Business Development
Sales Contact: Kevin Sofen
Email: kevinsofen@darley.com

Company Profile:

A family owned company involved with the fire industry since 1908. Our entire company is committed to customer satisfaction. We are dedicated to excellence and offer a diverse line of quality products and services through progressive design, manufacturing and distribution. Darley is expanding into the residential fire sprinkler market and our new Self Testing Fire Sprinkler System will create the new standard for residential fire pumps.

Dixon Powhatan

800 High Street
Chestertown, Maryland 21620
Phone: 410.778.2008
Toll Free: 877.712.6179
FAX: 410.778.4702
Website: www.dixonpowhatan.com

Primary Products/Services:

Brass Fire Products/Accessories

Market Area:

U.S., Canada, Mexico, Middle East, Far East

Hours of Operation:

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

Management:

Hazen Arnold, Division Manager
Craig French, Plant Manager

Sales Contact:

Robin Bauer, Customer Service
Phone: 410.778.2008/877.712.6179
FAX: 410.778.4702

Company Profile:

Dixon Powhatan is a manufacturer and distributor of fire protection products. Specializing in brass goods, our Winchester, Virginia manufacturing facility continues the proud tradition of Powhatan; making quality products at a competitive price. We stock our products in 12 warehouses around the country to support our distributors and get products on the job site fast. These products include: Pressure Reducing Factory Set Valves, Angle, Globe Wedge Disc Gate Valves, Chicago Pattern, Industrial Nozzles, Adapters, Fire Hose, Racks, Reels and Fire Department Connections. We proudly carry FM Approval, UL listings and MEA Approvals on numerous products.

Eaton's B-Line Business

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

Elkhart Brass

PO Box 1127
Elkhart, Indiana 46515
Phone: 574.295.8330
Toll-Free: 800.346.0250
FAX: 574.293.1219
Website: www.elkhartbrass.com

Founded:

1902

Primary Products/Services:

Fire Fighting Equipment

Market Area:

United States & International

Company Profile:

Elkhart Brass is the industry's most experienced manufacturer of firefighting equipment. For more than a century the company has produced innovative firefighting and fire protection products that lead the industry in safety, versatility and performance.

ERICO

34600 Solon Road
Solon, Ohio 44139
Phone: 440.542.3864
Toll Free: 800.813.3378
FAX: 440.542.6948

Company Profile:

ERICO is a leading global designer, manufacturer and marketer of precision-engineered specialty metal products serving niche markets in a diverse range of electrical, construction, utility and rail applications. The company is headquartered in Solon, Ohio with a network of sales locations serving more than 25 countries and with manufacturing and distribution facilities worldwide. ERICO manufactures a complete range of hangers, seismic braces and restraints for fire sprinkler installation

Ferguson Fire & Fabrication

Corporate Headquarters
800 South 4th Avenue
Mansfield, Texas 76063
Phone: (817) 276-7060
Fax: (817) 473-3059
Website: www.fergusonfire.com

Founded:

1989

Primary Products/Services:

Fire Sprinkler Material, Special Hazards, Engineered Products and Fabrication.

Market Area:

Continental United States plus Alaska

Hours of Operation:

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

Management:

George DiMatteo
District Manager - Fire Protection

Company Profile

Ferguson Fire and Fabrication supplies the highest quality fire protection products in 27 states from 56 warehouse facilities dedicated to the fire sprinkler contractor. 27 of these facilities also have fabrication capabilities. Of these 27 fabrication

facilities, 9 are ISO 9001: 2008 CERTIFIED. These ISO 9001:2008 CERTIFIED locations are in Alabama, Arizona, California, Colorado, Maryland, Missouri, Pennsylvania, Texas and Washington. Ferguson Fire and Fabrication has and is continuing to grow their business and reputation on performing. "Total Performance" is assured in the areas of product selection, fast and efficient shop and / or jobsite deliveries, job based or shop accounting and the most comprehensive inventory in the industry. We also do Special Hazards and fabrication. People make the difference at Ferguson Fire and Fabrication . This team of associates enthusiastically uses its experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. This network of industry seasoned professionals makes total use of their combined talents to ensure the contractor the best possible results. Contractors can use the warehouse most convenient to the job with confidence that the people and products are the same high quality, all with centralized accounting. "Total Performance" in people, products, systems, market knowledge, delivery, accounting and comprehensive inventories is how our business was built.

Fire Protection Products, Inc.

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

Founded:

1989

Primary Products/Services:

Fire Sprinkler Accessories

Market Area:

Worldwide

Hours of Operation:

6:30 a.m. – 4:00 p.m. PST Mon.-Fri.

Management:

Randy Greenslate, President

Sales Contact:

Customer Service
Phone: 800.344.1822
FAX: 760.931.8080

Company Profile:

Fire Protection Products, Inc. (FPPI) supplies fire sprinkler accessories to manufacturers, distributors and fabricators. The company's focus is on being the premier provider of fire sprinkler accessory products with the highest levels of product quality and customer service. FPPI offers escutcheons, signs and sprinkler accessories, sealants and lubricants, gaskets and gasket kits, hangers & fasteners, valves, rack

hose, hose valves and accessories, miscellaneous brass, fire department connections and accessories and pressure gauges and accessories. Insist on FPPI.



FlexHead Industries, Inc.

56 Lowland Street
Holliston, Massachusetts 01746
Phone: 508.893.9596
Toll-Free: 800.829.6975
FAX: 508.893.6020
Website: www.flexhead.com

Founded:
1991

Primary Products/Services:
Flexible Sprinkler Connections

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

Management:
Stephen Mitchell, General Manager
Mike Dooley, Vice President of Sales
Jennifer Costello, Customer Service Manager

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

Formlink Systems

14547 Brookfield Drive
Fishers, Indiana 46040-9401
Phone: 317.735.3345
FAX: 317-735-3342
Website: www.formlinksystems.com
Email: gene@formlinksystems.com

Company Profile:
FormLink Systems is a software and service company that specializes in form automation. With our "Palladium" software, companies can replace the clipboard and paper forms they have been using for years with electronic forms accessed from a tablet or other mobile device. Efficiently manage inspections by tracking upcoming and overdue inspections,

outstanding violations, and automatic notifications to property owners. Our software can manage form submissions for any system requiring routine inspection, testing, and maintenance, including fire suppression, fire alarm, backflow, elevators, boilers, and more.

Fox Sprinkler Supply Corporation

951 Estes Court
Schaumburg, Illinois 60193
Phone: 847.524.8250
FAX: 847.524.8262
Website: www.foxsprinkler.com

Founded:
2000

Primary Products/Services:
Distribution/Fabrication

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

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

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

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

GECCO, Inc.

RR 2 Box 2476G
Factoryville, Pennsylvania 18419
Phone: 570.945.3568
Fax: 570.945.9542
Website: www.dropmaster.com
Email: geccoinc@epix.net

Founded:
2002

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

Market Area:
Worldwide

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

Management:
Oma Clum, Owner
Gerald Clum, President

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

Gem Sprinkler Company

1524 Astoria Dr.
Allen, Texas 75013
Phone: 813.672.2017

General Air Products, Inc.

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

Founded:
1936

Primary Products/Services:
Air compressors /13D Pump Systems / Air Maintenance Devices

Market Area:
Worldwide

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

Management:
Raymond M. Fremont, President
Raymond R. DeCecco, Mgr., Customer Service
Raymond M. Fremont Jr., Marketing Manager
Sales Contact: Raymond R. DeCecco, Manager -Customer Service

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

Global Vision, Inc.

8730 Jefferson Hwy
Osseo, Minnesota 55369
Phone: 763.391.0990
FAX: 763.391.7668
Website: www.gviflow.com

Products/Services:

Global Vision provides only the highest quality Fire Pump Test Meters and accessories around the world. For all your FM Approved test meter needs, Global Vision is the right choice.

Management:
Charles Sutton, Pres/Owner

Globe Fire Sprinkler Corporation

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

Founded:
1987

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

Market Area:
Worldwide

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

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

Sales Contact:
Steven R. Worthington, President
Phone: 989.846.4583
FAX: 989.846.9231

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

GT Industrial Supply LLC

2315 Crowne Point Drive
Cincinnati, Ohio 45241
Phone: 513.771.7000
FAX: 513.552.3030
Website: www.gtindustrialsupply.com

Guardian Fire Equipment

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

Primary Products/Services:
Fire Standpipe Equipment

Market Area:
Worldwide

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

Harvel Plastics, Inc.

PO Box 757
300 Keubler Rd.
Easton, Pennsylvania 18044-0757
Phone: 610.252.7355
FAX: 610.253.4436
Website: www.harvel.com,
www.harvelfiresprinklerpipe.com

Founded:
1964

Primary Products/Services:
Manufacturers of PVC & CPVC Piping Products

Market Area:
National & International

Hours of Operation:
7 days/24 hrs.

Management:
Earl E. Wismer, Chairman, CEO
Patrick M. Foose, President/G.M.
Roy Burpee, National Sales Mgr., Fire Protection
William P. Weaver, Director, Technical Services

Sales Contact:
Roy Burpee, National Sales Manager, Fire Protection
Phone: 610.252.7355
FAX: 610.253.4436

Company Profile:
Harvel Plastics, Inc., a high quality manufacturer of thermoplastic piping products since 1964, is a pioneer producer of CPVC Fire Sprinkler Pipe.

Many of the first UL tests performed to evaluate CBVC for fire sprinkler service were conducted on pipe manufactured by Harvel. Harvel CPVC piping products consistently meet the tough performance requirements for fire service as verified through on-going UL, FM and LCPR testing. Harvel's steadfast dedication to quality and unmatched manufacturing experience has earned the company the reputation of "The Quality Line"

HD Supply-Fire Protection

P.O. Box 542799
Merritt Island, FL 32954
Phone: 321.299.3028
FAX: 866.879.0010
Email: chuck.reed@hdsupply.com
Website: fireprotection.hdsupply.com

Primary Products/Services:
Full line Supplier and Fabricator

Market Area:
National

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

Management:
Chuck Reed, Regional VP

Sales Contact:
Chuck Reed, Regional VP
Email: chuck.reed@hdsupply.com

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

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

Phoenix, Arizona
1650 E Riverview Dr. #110
Phoenix, Arizona 85034
Phone: 602.256.0050
FAX: 602.256.7117

Hayward, California
2407 Industrial Parkway
West Hayward, California 94545
Phone: 510.441.1650
FAX: 510.785.5074

San Francisco, California
155 De Haro St.
San Francisco, California 94103
Phone: 415.431.8722/FAX: 415.431.8567

Sacramento, California
1120 Blumenfeld Drive
Sacramento, California 95815
Phone: 916.565.0466
FAX: 916.565.1852

Fresno, California
4710 E. Commerce Ave.
Fresno, California 93725
Phone: 559.441.7171
FAX: 559.441.7175

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

Lodi, California
1625 S. Stockton St.
Lodi, California 95240
Phone: 209.334.9768
FAX: 209.334.9773

Denver, Colorado
735 Leyden St.
Denver, CO 80216
Phone: 303.305.4507
FAX: 720.941.4347

Tampa, Florida
4511 E. Osbourne Ave.
Tampa, Florida 33610
Phone: 813.620.9058
FAX: 813.626.6912

Orlando, Florida
3655 Old Winter Garden Rd.
Orlando, Florida 32805
Phone: 407.299.2275
FAX: 407.298.5038

Palm Beach, Florida
1751 L Avenue
Riviera Beach, Florida 33404
Phone: 561.863.5600
FAX: 561.845.6120

Fort Myers, Florida
8091 Supply Drive
Fort Myers, Florida 33912
Phone: 239.437.9444
FAX: 239.437.9969

Miami, Florida
10810 NW 92nd Terrace Ste. 108
Miami, Florida 33178
Phone: 305.477.2383
FAX: 305.805.4923

Jacksonville, Florida
11310 Distribution Ave.
West Jacksonville, Florida 32256
Phone: 904.260.4705
FAX: 904.260.4644

Atlanta, Georgia
2157 Tucker Industrial Road
Tucker, Georgia 30084
Phone: 770.414.1212
FAX: 770.414.1883

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

Indianapolis, Indiana
8615 East 33rd St.
Indianapolis, Indiana 46226
Phone: 317.898.4879
FAX: 317.898.4868

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

Charlotte, North Carolina
75 Odell School Rd. S
Concord, North Carolina 28027
Phone: 704.784.4700
FAX: 704.789.9288

Las Vegas, Nevada
4035 W. Oquendo Rd
.Las Vegas, Nevada 89118
Phone: 702.382.0331
FAX: 702.382.0671

Boston, Massachusetts
1123 Pearl St.
Brockton, MA 02301
Phone: 508.894.0130
FAX: 508.894.0139

Memphis, Tennessee
1851 John Paul Dr.
Memphis, Tennessee 38114
Phone: 901.745.3106
FAX: 901.744.3204

Dallas, Texas
1975 California Crossing Rd.
Dallas, Texas 75220
Phone: 972.830.9370
FAX: 972.830.9385

Houston, Texas
5823 Thomas Rd.
Houston, Texas 77041
Phone: 713.937.4568
FAX: 713.937.0493

Richmond, Virginia
738 Goodes St.
Richmond, VA 23224
Phone: 804.232.2003
FAX: 804.232.1255

Seattle, Washington
10013 MLK Jr. Way So.
Seattle, Washington 98178
Phone: 206.722.9475
FAX: 206.722.9477

The Heller Strainer Company

3249 E. 80th St.
Cleveland, Ohio 44104
Phone: 216.206.4200
FAX: 216.206.4242
Website: www.hellarstrainer.com
Contact: Clarkson C. Wormer

HRS Systems, Inc.

208 Southside Square
Petersburg, Tennessee 37144
Phone: 931.659.9760
FAX: 931.659.9763
Website: www.hrssystem.com

Primary Products/Services:
Fire Protection Engineering Software

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

Marketing Area:
Worldwide

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

HRS Systems, Inc. presents:
• HASS® for hydraulic analysis of sprinkler systems

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

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

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

Huguenot Laboratories, Inc

101 Riverdale Road
Port Jervis, New York 12771
Phone: 845.856.6490
Toll Free: 800.228.3793
FAX: 845.858.8821

Founded:
1998

Primary Products/Services:
MIC and corrosion mitigation, laboratory service

Market Area:
Worldwide

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

Management:
Tim O'Leary, President

Sales Contact:
Tim O'Leary, President

Company Profile:
Huguenot Laboratories, Inc. offers corrosion mitigation services for fire sprinkler systems. Huguenot is a full service MIC Testing Laboratory. We offer test kits, engineered treatment solutions, corrosion monitoring and control services, patented chemical feed systems for portable and permanent applications, metallurgical and deposit analysis, failure analysis, litigation support, engineering and consulting services, environmentally friendly non-hazardous treatment programs including antifreeze-based products.



Hydratec, Inc.
64 Haverhill Road Windham, New Hampshire 03087
Phone: 603.434.0502
FAX: 603.434.1348
Website: www.hydracad.com

Founded:
1972

Primary Products/Services:
Fire Protection Design Software & Service

Market Area:
Worldwide

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

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

Sales Contact:
Art Dove, CAD Development Manager

Company Profile:
Hydratec has been providing quality software and design services for 40 years. Our complete line of software products, along with accessible and knowledgeable customer service, gives the Hydratec customer of any size or experience level an edge in design efficiency. Our software packages include HydraCAD v51/52 for system design, HydraLIST for fabrication reports, HydraCALC for pipe sizing, HydraCALC-Sizer for pipe size estimating, HydraBID for price estimating and HydraCAD-R for NFPA 13-D Systems. These packages can be used separately, or as an integrated set to provide the best possible AutoCAD-based solution for 2D and 3D design, BIM, Navisworks coordination and true REVIT content integration.

Hydro Flow Products, Inc.

5050 Newport Dr # 4
Rolling Meadows, IL 60008
Phone: 847.434.0101
Toll Free: 888.202.9987
FAX: 847.434.0073
Website: www.hosemonster.com

Founded:
1996

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

Market Area:
Global

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

Management:
Fred Grenning, President

Sales Contact:
Michael, Patrick

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



ITW Commercial Construction/ Buildex-SAMMY

700 High Grove Blvd.
Glendale Heights, IL 60139
Tel: 630-825-7900
Toll-Free: 800-726-7386
FAX: 630-893-1270
Website: www.itwccna.com

Founded:
1967

Primary Products/Services:
Pipe Hangers

Market Area:
National

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

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

Sales Contact:
Bryant Hope, Nat'l Sales Mgr.

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

JG Innovations, Inc.

P.O. Box 8128
Janesville, Wisconsin 53547
Phone: 608.314.8710
Toll Free: 888.933.2248
FAX: 608.314.8712
Website: www.jgius.com

Founded:
2009

Primary Products/Services:

Soffi-Steel® System
JGI Interlock™ Concealment Systems

Market Area:

Nationwide

Hours of Operation:

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

Management:

Jack Grice, P.E., President
Allen Stowers, V.P. Sales/Estimating
Nancy Knilians, Marketing Manager

Sales Contact:

Allen Stowers
Phone: 608-314-8710
E-mail: sales@jgius.com

Company Profile:

JG Innovations, Inc. is the #1 source for pipe concealment systems. Our Soffi-Steel® and Interlock™ Concealment Systems are made in the USA, produced from A60/G90 galvanized steel and carry industry approvals and certifications in the US and Canada. Our full-line of products are custom fabricated in a variety of shapes and sizes to accommodate your individual enclosure requirements. Our unmatched customer service coupled with our staff of professional installers put our products above any competitive product being considered. We take pride in the system design and integrity and back our products with a 10-year limited warranty. We are confident that both you and your client will be fully satisfied.

Founded:

1975

Primary Products/Services:

Locking FDC Plugs and Caps

Market Area:

U.S. & Canada

Company Profile:

The Knox FDC Protection Program is a complete system that provides protection for both the intake and discharge sides of water based fire protection systems. Knox locking FDC products provide protection against thread damage and prevent debris from being lodged into uncovered connections. Locking products are available in a 1 1/2" and 2 1/2" male FDC plug, a 2 1/2" female SecureCap® and 4" and 5" StorzGuard®. Plugs and caps come standard with NH threads. Other thread sizes are available upon request. The Knox Key Wrench, controlled by the fire department, secures and operates all locking Knox FDC products. For more information, visit www.knoxbox.com.

Long Island Pipe Supply, Inc.

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

Management:

Robert Moss, Owner

Company Profile:

Since 1975 Long Island Pipe Supply, Inc., owner Robert Moss has been driven to be the premier supplier of fire sprinkler pipes, valves, fittings, devices and accessories. Growth did not come easy. "Building a fabrication and supply business takes years," Moss explains. "You develop accounts and prove yourself by providing top products and the highest level of service."

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

Fast, reliable delivery.

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

Loos and Company, Inc.

901 Industrial Boulevard
Naples, Florida 34104
Phone: 239.643.5667
Toll-Free: 800.321.5667
FAX: 239.643.4558
Website: www.earthquakebrace.com

Founded:

1958

Primary Products/Services:

Wire Rope, Cable & Fittings

Market Area:

Worldwide

Hours of Operation:

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

Management:

Phillip Cox, Vice President/Sales & Mktg

Sales Contact:

Phillip Cox
Tel: 800.321.5667
Fax: 239.643.4558

Company Profile:

Loos & Company has been in business since 1958. We operate out of two manufacturing facilities one in Pomfrey, CT and one in Naples, FL. Our Naples facility manufactures our Loos seismic wire rope and cable bracing products. Our complete seismic bracing line is UL listed and included in NFPA 13 Standard for Installation of Fire Sprinkler Systems.

Loos & Company Inc.

Cable Ware Division
901 Industrial Blvd.
Naples, Florida 34104
Phone: 239.643.5667
Toll Free: 800.321.5667
FAX: 239.641.3539
Website: www.earthquakebrace.com

Founded:

1958

Market Area:

Worldwide

Hours of Operation:

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

Management:

Anthony Naines, President
Phillip Cox, V.P. Sales/Mktg
Barry Grothouse, V.P. Operations

Sales Contact:

Nora Boylan, Sales Mgr. Cust. Serv.
Tel: 800.321.5667
Fax: 239.643.4558

Company Profile:

Loos & Company is the manufacturer of Loos Seismic Wire/Cable Bracing. Complete earthquake bracing system for all types of fire sprinkler systems. Listed in NFPA 13; UL Listed; UBC, Boca, SBCCI Compliant; OSHPD Pre-Approved; EBC System Compatible.

Lubrizol Advanced Materials

17790 Eglantine Lane
Bayside Estates
Fort Myers Beach, Florida 33931
Phone: (216) 447-5142
Fax: (216) 447-5750

Management:

Gary Johnson

Master Control Systems, Inc.

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

Founded:

1965

Primary Products/Services:

Fire Pump Controllers

Management:

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

Company Profile:

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

M.E.P. CAD, Inc.

5050 Vista Blvd. Ste 103
Sparks, Nevada 89436
Phone: 775.354.1200
FAX: 775.354.1205
Website: <http://www.mepcad.com>

Management:

Joseph Reghetti President
Terry Chapin Vice President
Bill Richlin Regional Coordinator
Patricia Seghaier Office Manager
Charlene Richards CPA Controller
Audrey Carrizzo Database Manager
August Conte Marketing/Sales
Anthony Conte Software Development
Phil Schaeffer Software Development
Tom Paolini Software Development
Mike Caruso Software Development

Company Profile:

MEPCAD, Inc. is a software development company dedicated to bringing innovation and technology together in a revolutionary line of Computer Aided Design Systems.

Staffed by a group of talented, dedicated individuals, MEPCAD, Inc. is poised to revolutionize the CAD industry.

MEPCAD's innovative, powerful, stand-alone CAD systems provide unique and productive 3D features, among others.

For AutoCAD users, MEPCAD provides versions of software which can be used as "add-ins". Using this method, designers can work in their familiar environment while gaining the benefits of MEPCAD productivity.

AutoSPRINK, our flagship product, has redefined

BOOST YOUR HYDRANT AND FIRE SPRINKLER WATER PRESSURE

Darley has provided the Firefighting community with trusted and reliable pumps for over 100 years. You can trust Darley to bring the same level of quality to high volume water pressure products with the Self-Testing Hydrant Booster System and 13D Fire Sprinkler Pump System.

- ✓ **The ONLY patented Self-Testing 13D Fire Sprinkler Pump System**
- ✓ **The ONLY patented Self-Testing Hydrant Booster System**
- ✓ **Solves pressure problems on any budget**
- ✓ **Engineered and wholesale lines available**



the way Fire Sprinkler CAD Designers operate. With its intuitive, elegant design environment, coupled with powerful tools for Hydraulic Calculations and Stock Listing, AutoSPRINK will soon become the standard for fire sprinkler design.

AlarmCAD enables CAD designers to generate alarm system drawings quickly and accurately.



The Metraflex Company

2323 West Hubbard Street
Chicago, Illinois 60612
Phone: 312.738.3800
Toll-Free: 800.621.4347
FAX: 312.738.0415
Website: www.metroflex.com
Email: zekeb@metroflex.com

Founded:
1958

Primary Products/Services:
Fireloop & Firedrop
Market Area: Worldwide

Hours of Operation:
8:30 a.m. - 5:00 p.m. CST Mon.-Fri.
Sales Contact: Zeke Bochenak, Sales Mgr.
Email: zekeb@metroflex.com

Company Profile:
The Metraflex® Fireloop® seismic expansion joint for fire sprinkler systems is an extremely flexible joint accommodating movement in all directions, providing excellent seismic protection. It meets NFPA 13 guidelines and is UL listed. The FireDrop flexible fire sprinkler non-braided hose assembly is simple to assemble and install. It is designed in accordance with NFPA 13, 13D, and 13R, tested and approved by Underwriters Lab® under UL 2443. Visit www.metrofire.com.

Newburgh Windustrial

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

Management:
Dean Lucas, President

Company Profile:
As part of a national wholesale distribution organization, known as WinWholesale Inc., Newburgh Windustrial specializes in wholesale

distribution of pipes, valves, and fittings for industrial applications. These run the spectrum from pipe, valves, and fittings used every day in commercial and industrial building and maintenance to specialty plastics and stainless steel piping and tubing used in industrial application.

Focusing mainly on mechanical contractors, professional purchasing agents, plant maintenance personnel, piping and fire protection contractors, Newburgh Windustrial has the expertise to be knowledgeable about the products they sell as well as the technical requirements of their customers.

The Noble Company

7300 Enterprise Drive
Spring Lake, Michigan 49456
Phone: 231.799.8000
FAX: 231.799.8850

Management:
Debbie Kingma, Vice President

PAC Pump & Systems, Inc.

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

Founded:
2003
Primary Products/Services:
Fire pumps and controllers—sales and service.

Market Area:
New Jersey
Hours of Operation:
7:00 a.m. - 6:00 p.m. Mon.-Fri.

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

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

Patterson Pump Company

2129 Ayersville Rd.
Toccoa, GA 30577
Phone: 706.886.2101
Website: www.pattersonpumps.com

Company Profile:
Rugged. Reliable. Efficient. and Self Contained. Timely delivery of rugged, reliable and responsive fire suppression pumps and prepackaged systems is critical. Whether we're meeting stringent customer standards, unheard-of deadlines or just going the extra mile to ensure customer satisfaction, more and more customers are choosing Patterson's Sentinel™ Series Fire Pump products and services to securely fulfill their fire protection needs.

Peerless Pump Company

2005 Dr. Martin L. King Jr. St.
Indianapolis, Indiana 56202
Phone: 317.925.9661
Email: tballengee@grundfos.com
Website: www.Peerlesspump.com

Founded:
1923
Primary Products/Services:
Fire pumps and accessories

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

Management:
Andrew Warrington, President
Tim Ballengee, VP Sales, Fire Market

Sales Contact:
Tim Ballengee, VP. Sales, Fire Market
Phone: 919.656.2243
FAX: 919.654.6791
Email: tballengee@grundfos.com

Company Profile:
Peerless Pump is the global leader in fire pump systems and accessories, covering the widest range of selections in the industry. Specialties include pumps and packages for the commercial, high-rise, industrial and power industries, inclusive of skidded and environmental (house type) enclosed packaged systems.

Pentair—Aurora Pump, Fairbanks Morse, Edwards

800 Airport Road
North Aurora, Illinois 60542
Phone: 630 859-7000
FAX: 630 859-7060
Website:
www.aurorapump.com
www.fmpump.com
www.edwardsmfg.com

Founded:
1909
Primary Products/Services:
Fire Pumps/ Fire Systems/Foam Pumps

Market Area:
National & International
Hours of Operation:
7:30 a.m.-4:00 p.m. CST M-F

Management:
Susan Kucera, Vertical Mkt. Mgr.-Fire
David Goddard, V.P. Commercial Sales
Steve Gordon, Director of Int'l Sales
Sales Contact:
Jim Considine – Southeast 239.464.9496
Roger Hahn – West 626.857.9490
David Botts – Midwest 816.272.5535
RJ Dausman – N.E. & Nat'l Sales Mgr. 315.638.4688

Company Profile:
Pentair Water's family of brands includes well-known names in fire pumps, including Aurora Pump, Fairbanks Morse and Edwards. We are a leading fire pump, packaged fire system and foam pump supplier devoted to designing and manufacturing pumps and systems used in a variety of markets and applications throughout the world. Our talented team of engineers and customer service representatives will provide you with solutions to meet your pumping needs. You can rely on Pentair and our qualified distribution network for quality fire protection solutions. Find us on the web at www.aurorapump.com, www.fmpump.com, and www.edwardsmfg.com or call 888.987.8680 for more information

Office Locations:
800 Airport Rd. No. Aurora, IL 60542
Tel: 888.987.8680
3601 Fairbanks Ave. Kansas City, KS 66106
Tel: 888.416.9510
1101 Myers Pkwy. Ashland, OH 44805
Tel: 888.416.9510.

PHD Manufacturing, Inc.

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

Founded:
1972
Primary Products/Services:
Pipe hangers, beam supports, struts & accessories

Market Area:
U.S., Europe, Asia
Hours of Operation:
8:00 a.m.-5:00 p.m., Mon.-Fri.

Management:
Joe Corvino, President
Dave Neal, National Sales Manager
Rick Persing, Nat'l Sales Manager-Sprinkler Division
Sales Contact:
Rick Persing, Nat'l Sales Manager, Sprinkler Division
Phone & FAX: 514.536.3857

Company Profile:
An industry leader in the pipe hanger supports and strut markets. PHD has successfully built a reputation of quality, customer service and dependable deliveries. Our expansive product lines, including seismic and CPVC, is well-suited to meet the needs of the Fire Protection Industry, We are excited to meet the challenges and build the same success in this expanding market place.

Pipe Fabricators

8580 Valley Forge Lane N
Maple Grove, Minnesota 55369
Phone: 763.488.8100
Toll-Free: 866. 747.7473
FAX: 763.488.8140
Website: www.pipefabricatorsps.com

Founded:
1984
Primary Products/Services:
Sprinkler supplier with fabrication

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

Hours of Operation:
6:00 am – 5:00 pm Mon-Fri
Sales Contact:
Mark Augustson, General Manager
Phone: 763.488.8100
FAX: 763.488.8140

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

Plumbers Supply Company

1000 E. Main St.
Louisville, Kentucky 40206
Phone: 502-582-2261
Toll Free: 800.626.5133
FAX: 502.540.0330
Website: www.plumbers-supply-co.com

Founded:
1928
Primary Products/Service:
Plumbing, Hydronics, HVAC, Fire Protection

Market Area:
Kentucky, Tennessee, Indiana, Western West Virginia
Hours of Operation:
Mon.-Fri. 7:00 a.m. – 5:00 p.m. call 24 hrs. for emergency

Management:
Sam Alvey, G.M. Fire Protection Sales, all locations
Phone: 502-540-0223
Cell: 502-550-2053

Inside Sales
LOUISVILLE, KENTUCKY:
Mike Newton
Phone: 502.540.0332
Cell: 502.817.2079
Sean Post
Phone: 502.540.0322

Inside Sales
LEXINGTON, KENTUCKY:
Ronnie Wilson
Toll Free: 800.467.7586
Local: 859.255.0700
Cell: 859.621.5278

Fire Protection Outside Sales
KENTUCKY, TENNESSEE, SO. INDIANA, WEST VIRGINIA
John Jutz,
Phone: 502.540.0272
Cell: 502.376.0639

Fire Protection Outside Sales
INDIANA, part KENTUCKY
Brian Roberts,
3849 E. Raymond St.
Indianapolis, Indiana 46203
Toll Free: 800.886.2981
Phone: 317.783.2981
Cell: 317.557.1559
FAX: 317.783.2987

Inside Sales:

Sales & Quotations Indy and surrounding areas:

Jason Davis (use Indy Phones)
Cell: 317.557.0685
Kim Hebauf (use Indy phones)

Fire Protection Sales for Evansville, IN and Surrounding IN and KY areas

Brent Mabrey,
1817 W. Michigan St.
Evansville, Indiana 47712
Toll Free: 800.457.3048
Phone: 812.425.3115
Cell: 812.305.3203

Company Profile:

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

Polymer Molding, Inc.

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

Founded:

1978

Primary Products/Services:

Product Protection

Market Area:

Worldwide

Hours of Operation:

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

Management:

Chris Vinson, Vice President, Sales



Potter Electric Signal Company

5757 Phantom Drive
St. Louis, Missouri 63042
Toll-Free: 314.595.6900
FAX: 314.595.6999
email: sales@pottersignal.com
Website: www.pottersignal.com

Founded:

1898

Primary Products/Services:

Flow, Pressure, Tamper switches along with corrosion monitoring and mitigation.

Market Area:

Worldwide

Hours of Operation:

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

Sales Contact:

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

Company Profile:

Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems, corrosion monitoring, MIC testing, and corrosion mitigation. At Potter, we supply our customers with products that provide real world solutions and unequaled service and technical support. Our employees are committed to providing the very best product and service available for the protection of life and property.

Potter Roemer

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

Founded:

1937

Primary Products/Services:

Fire Extinguishers, Hoses, Valve Cabinets

Market Area:

U.S.A.

Management:

George Brown, Vice President Sales

Company Profile:

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

Quimby Equipment Company, Inc.

35 Central Drive
Farmingdale, NY 11735
Phone: 631.454.8411
FAX: 631.454.8423
Website: www.quimbyinc.com

Primary Products/Services:

Pump Sales

Management:

Greg Ross, Sales Representative



The Reliable Automatic

Sprinkler Company, Inc.
103 Fairview Park Drive
Elmsford, New York 10523
Phone: 914.829.2042
Toll-Free: 800.431.1588
FAX: 800.848.6051
Website: www.reliablesprinkler.com
Email: info@reliablesprinkler.com

Founded:

1918

Primary Products/Services:

Fire Sprinklers, Valves, Special Hazards/Systems, Fire Sprinkler System Components, and Fabrication

Market Area:

Worldwide

Hours of Operation:

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

Management:

Frank J. Fee, III - President
Kevin T. Fee - Executive V.P.
Michael R. Fee - V.P.

Company Profile:

As a major manufacturer of automatic fire sprinklers, valves, and special hazards/system products and a distributor of sprinkler system components, The Reliable Automatic Sprinkler Co., Inc., is your one source for all your fire protection needs. Reliable offers fabrication in local areas. Headquartered in Elmsford, New York, the company has a state-of-the-art manufacturing facility in Liberty, South Carolina and has offices strategically located throughout the U.S. and internationally. Reliable is dedicated to developing new innovative products and providing superior customer service. Go to www.reliablesprinkler.com to learn more.

CORPORATE OFFICE:

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

CORPORATE MANUFACTURING FACILITY:

1470 Smith Grove Road
Liberty, SC 29657
Tel.: 864.843.1700

REGIONAL DISTRIBUTION CENTERS & SALES OFFICES:

NORTHEAST REGION:

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

MID-ATLANTIC REGION:

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

SOUTHEAST REGION:

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

Orlando, FL (Longwood)

Tel.: 800.801.3097
Fax: 800.862.0934

MIDWEST REGION:

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

Minneapolis, MN (Roseville)

Tel.: 877.827.2816
Fax: 877.827.3043

SOUTHWEST REGION:

Dallas, TX (Carrollton)
Tel.: 800.442.6742
Fax: 800.848.6054

Houston, TX

Tel: 866.978.9965
Fax: 866.978.9979

Denver, CO

Tel.: 877.440.2598
Fax: 877.205.7230

WEST COAST REGION:

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

Seattle, WA (Kent)

Tel.: 877.327.2563
Fax: 877.327.2574

FABRICATION:

Grand Prairie, TX:
Tel: 972.352.6400
Fax: 972.352.6402

Portland, OR

Tel: 503.282.5506
Fax: 503.282.0092

INTERNATIONAL:

Toronto Canada
Tel.: 800.790.6443
Fax: 800.790.6486

Western Canada

Tel.: 604.542.1864
Fax: 604.542.1894

Mexico & Latin America

Tel.: 800.442.6742
Fax: 800.848.6054

London, United Kingdom

Reliable Fire Sprinkler, Ltd.
Tel.: +44.1342.316800
Fax: +44.1342.314679

Hamburg, Germany

Tel: +49.40.5589818.71
Fax: +49.40.5589818.73

Beijing, PR China

Tel.: +86.10.87216178
Fax: +86.10.87216179

Shanghai, China

Tel: +86.21.54037021
Fax: +86.21.54037022

Hong Kong, China

Tel.: +852.3421.0648
Fax: +852.3421.0649

Adelaide, Australia

Tel: +61.8.81629555
Fax: +61.8.81629559

Dubai, United Arab Emirates

Tel: +971.4880.8830

Relmark Group

961 Pottstown Pike
Chester Springs, PA 19425
Phone: 800.874.5880
Website: www.relmarkgroup.com

Primary Products/Services:

Fire Sprinkler Contractor General Liability Insurance

Sales Contact:

Ray Rittersbach
email: rrittersbach@relmarkgroup.com

S-P-D Incorporated

1167 Tower Road
Schaumburg, Illinois 60173
Phone: 847.882.9820
FAX: 847.882.9825
Website: www.spdinc.com

Primary Products/Services:

NFPA 13D & NFPA 13R Residential Fire Pump Systems

Market Area:

Worldwide

Hours of Operation:

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

Management:

David M. Whitfield, President
Nick Di Giovanni, Vice President
Betty Lauer, Office Manager
Jeff Kubik, Service Manager

Sales Contact:

David Whitfield, President
Nick Di Giovanni, V.P.

Company Profile:

S-P-D Incorporated is the exclusive manufacturer of THE GUARDIAN NFPA 13D & 13R Residential Fire Pump System. THE GUARDIAN is a completely assembled, self-contained, easy to install residential pump system, configured to meet your specific requirements. THE GUARDIAN serves as the heart of the residential fire sprinkler system. Once installed and in service, it provides the required capacity and pressure so that the sprinkler system can perform as designed. THE GUARDIAN meets all NFPA 13D code requirements. It is available in two models, the G5000 for wall mounting and the G3000 for floor mounting and is available in a wide range of pump sizes. Both units are available in 115 VAC and 220 VAC, single phase, depending on the horsepower of the pump. The NFPA 13R systems are supplied with a UL Listed Vertical In Line fire pump and a UL Listed NFPA 13R fire pump controller mounted and wired on a steel base for use at 220 VAC single phase. Every unit is custom assembled to the customer specifications and thoroughly tested for the rated pressure and flow as well as hydrostatically tested for 24 hours to ensure that there are no leaks prior to shipment from our factory. Our systems are simply designed, enabling quick and easy installation. Large selections of pump systems are in stock and ready for immediate delivery. We provide a full selection of lightweight, durable, high-density polyethylene tanks that exceed the specs for the installation of residential fire sprinkler systems. Our tanks are competitively priced and promptly delivered. They fit through standard 32" and 36" doorways, and are rotationally molded, one-piece, free-standing construction to ensure exceptional tank integrity. We provide knowledgeable and informed fire protection solutions, representing and servicing

NATIONAL FIRE SPRINKLER ASSOCIATION

products of many of the most trusted, manufacturers in the industry. Please call for pricing or technical information.

SPP Pumps

6720 Best Friend Rd.
Norcross, Georgia 30071
Phone: 770.409.3280
FAX: 770.409.3290
Email: sales@spppumps.com

Founded:
1875

Primary Products/Services:
fire pumps and fire pump systems

Market Area:
Global

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

Management:
John Kahren, President
Jimmy Hunt, Director of Sales, Fire Division
Jim Leach, National Sales Manager
Patrice Fino, Marketing Manager

Sales Contact:
Jimmy Hunt
Phone: 770.409.3280 ext. 2204

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

Spears Manufacturing Company

PO Box 9203
Sylmar, California 91342
Phone: 818.364.1611
FAX: 818.367.3014
Website: www.spearsmfg.com

Primary Products/Services:
Fittings and Valves

Management:
Wayne Spears, President

Star Sprinkler Corporation

140 Peachstone Gln
West Springfield, Massachusetts 01089
Phone: 413.737.6371
FAX: 413.734.3470

Starfire Systems, Inc.

9825 S. 54th St.
Franklin, Wisconsin 53132
Phone: 414.448.0100
FAX: 414.448.0101
Website: www.starfiresys.com

Primary Products/Services:
Fire suppression and detection systems for critical facilities.

Management:
Darrel Malek, President

Starfire, Inc.

3550 S Iowa Ave
St. Francis, Wisconsin 53207
Phone: 414.483.5959
Fax: 414.483.1566
Website: www.starfireusa.com

Founded:
1987

Primary Products/Services:
Fire Protection Material

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

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

Management:
Scott Mathwig, President
Denise Malek, Executive Vice President
Gil Brzezinski, Vice President
Paul Bennett, Vice President, Marketing

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

BRANCH OFFICE:

STARFIRE, INC.
1391 N. Kraemer Blvd.
Anaheim, CA 92806
Tel: 714.632.8713
Toll Free: 800.444.6144
FAX: 714.632.1014

Email: PaulB@starfireusa.com
Sales Contact: Paul Bennett

Company Profile:

Starfire Systems is an independent, full-line fire protection distributor with locations in Wisconsin and California. We offer a broad line of products, including sprinklers, fittings, valves, electronic monitoring devices, bladder expansion tanks, surge suppression tanks & fire pump systems. Our collective experience and vast product line helps fire protection contractors meet their deadlines and improve their profitability.

Superior Systems, Inc.

17696 County Road 112
Bristol, Indiana 46507
Phone: 574.848.4104
Toll Free: 800.662.0906
FAX: 574.848.5270
Website: www.superiorsystemsinc.com

Founded:
1991

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

Management:
David Alexander, President
Aaron Alexander, Project Manager

Sales Contact:
David Alexander, President

Company Profile:
Superior Systems manufactures and installs customized "soffit systems" for the sprinkler industry. Our extensive selection of products is manufactured in various gauges of steel and aluminum materials, depending on the individual project requirements and finishes. For the right product to conceal and protect sprinkler systems and keep your project "up to code and out of sight," call 800.662.0906 or visit our web site at superiorsystemsinc.com for detailed selections and information.

System Sensor

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

Founded:
1984

Primary Products/Services:
Fire Sprinkler System Monitoring Products, Fire

Let's stay in touch!

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



Join us
search: National Fire Sprinkler Association in "Groups"



Facebook us
search: Nat Firesprinkler



Follow us
<http://twitter.com/NFSAorg>



Detection and A/V Notification Devices

Market Area:
Worldwide

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

Management:
Tom Potosnak, Vice President & General Manager
Dave Lyons, VP of Sales
Chuck Kitts, Director of Fire Sprinkler Sales
Jackie Lorenty, Marketing Manager
Dennis Sekermestrovich, Western Regional Manager

Sales Contact:
Chuck Kitts, Director of Fire Sprinkler Sales

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

Talco Industries
6040 NE 117th Ave.
Portland, Oregon 97220
Phone: 503.668.1231
Toll Free: 800.878.8055
FAX: 503.688.1234
Website: www.talcofire.com
Email: gi@talcofire.com

Founded:
1981

Primary Products/Services:
Packaged fire pump systems for commercial and Home fire protection

Market Area:
U.S. & Canada

Hours of Operations:
Monday - Friday

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

Company Profile:
Talco manufacturers all sorts for packaged pump systems for Commercial and Residential applications. We have released our HOME HYDRANT models with a water storage tank with integral pump system

installed through a molded hole in the tank with all package piping and connections included. Just water and drain connections and power to the pressure switch and the system is ready to go. Many other models are available to meet your system requirements.

Tank Connection
3609 N. 16th
Parsons, Kansas 67357
Phone: 620.423.3010
FAX: 620.423.3999
Website: www.tankconnection.com

Founded:
2004

Primary Products/Services:
Fire Protection Water Storage Tanks

Market Area:
Worldwide

Management:
Bill Neighbors, President & CEO

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

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

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

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

Telgian Corporation
2615 South Industrial Park Avenue
Tempe, Arizona 85282
Phone: 480.753.5444
Toll Free: 866.364.1700
FAX: 480.753.5450
Website: www.telgian.com

Primary Products/Services:
Engineering/Consulting/Design/Loss Control.

Market Area:
U.S., Canada, Mexico, Latin America, Caribbean

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

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

Sales Contact:
Ryan Smith
Tel: 480.621.5024
FAX: 480.753.5450

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

OFFICES:
900 Circle 75 Parkway SE, Ste 680
Atlanta, GA 30339
Tel: 770.432.3882
FAX: 770.656.3114
Contact: Ralph Bless P.E.

45550 Commerce Center Dr.
Plymouth, MI 48170
Tel: 734.738.1111
FAX: 734.738.1112
Contact: Ron Leszczynski

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

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

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

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

FAX: 314.849.3011
Contact: John Campbell P.E.

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

Thermafit Industries, Inc.
11120 Sherman Way
Sun Valley, California 91352
Phone: 818.503.1094
FAX: 818.759.5114

Management:
Armond Sarkisian, CEO

TOLCO®
a Brand of Cooper B-Line
509 West Monroe
Highland, Illinois 62249
Phone: 800.851.7415
FAX: 800.257.4312
Website: www.cooperbline.com/tolco
Email: margie.doll@cooperindustries.com

Founded:
1967

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

Market Area:
Worldwide

Tyco Fire Protection Products
1400 Pennbrook Pkwy
Lansdale, Pennsylvania 19446
Phone: 215.362.0700
Toll Free: 800.558.5236
FAX: 800.877.1295
Website:

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

Founded:
1850

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

Market Area:
Global

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

Management:
Colleen Repplier, President
Suzanne Rowland, V.P. & G.M., Americas
Tracy Long, G.M., Water and Mechanical
Aaron Saak, G.M., Special Hazards
James Golinveaux, Senior Fellow, Water Fire Suppression

Sales Contact:
Don Russell, Director, National Accts.
Tel: 800.558.5236
Fax: 800.877.1295

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

BRANCH OFFICES:
AVON
27R Doherty Avenue
Avon, Massachusetts 02322
Phone: 508.583.8447
FAX: 508.583.0034

BREA
3170 Nasa Street
Brea, California 92821
Phone: 714.993.6111
Toll Free: 800.310.3366
FAX: 714.993.6043 or
714.993.2154

CAROL STREAM
Carol Stream, Illinois 60188
Phone: 630.871.7700
Toll Free: 800.323.9485
FAX: 630.871.7464

COPPELL
1150 Enterprise Drive
Coppell, Texas 75019
Phone: 972.745.0043
Toll Free: 800.442.3541
FAX: 972.745.8594

DECATUR
3080 N. Lanier Pkwy.
Decatur, Georgia 30034
Phone: 404.243.7336
Toll Free: 800.241.9370
FAX: 404.244.7375

JESSUP
8230-C Preston Court
Jessup, Maryland 20794
Phone: 301.604.7133
Toll Free: 800.950.9233
FAX: 301.604.7138

KENT
19307 70th Avenue South
Kent, Washington 98032
Phone: 253.872.6030
Toll Free: 800.843.2919
FAX: 253.872.6547

NORRISTOWN
2800 Potshop Lane
Norristown, Pennsylvania 19403
Phone: 610.239.9925
Toll Free: 800.523.2753
FAX: 610.239.9936

MURRAY
4303 South 590 West
Murray, Utah 84123
Phone: 801.269.0688
Toll Free: 800.486.2767
FAX: 801.269.0733

PARMA
5565 Venture Dr.
Parma, Ohio 44130
Phone: 216.265.0505
Toll Free: 800.741.5833
FAX: 216.265.8354

POMPANO
1802 SW 2nd St., Suite A
Pompano Beach, Florida 33069
Phone: 954.781.0866
FAX: 954.781.1475

TIGARD
7500 S.W. Tech Center Dr.
Suite 110
Tigard, Oregon 97223
Phone: 503.620.4203
Toll Free: 800.210.8447
FAX: 503.620.3817

N. KANSAS CITY
1219 Macon Ave.
N. Kansas City, Missouri
Phone: 800.334.3035
Toll Free: 800.245.9178
FAX: 816.842.4433

United Brass Works, Inc.

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

Founded:
1910

Primary Products/Services:

bronze valves / custom cast and machined products

Market Area:

Worldwide

Hours of Operation:

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

Management:

Mike Berkelhammer, President

Sales Contact:

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

Company Profile:

United Brass Works, Inc manufactures a wide range of bronze valves for fire protection applications including globe, angle and check valves along with bronze UL/FM OS&Y gate valves. United also manufactures ductile iron products such as wafer checks, groove checks and M X F check valves all of which are UL and F.M. approved.

Uponor Inc.

5925 148th Street West
Apple Valley, Minnesota 55124
Phone: 952.997.4241
FAX: 952.891.2008
Website: www.uponor-usa.com
Email: eric.skare@uponor.com

Founded:

1620 yes, 1620

Primary Products/Services:

Residential Fire Sprinkler Systems

Market Area:

North America

Management:

Eric Skare, Product Manager

Company Profile:

Uponor's PEX-a based AquaSAFE residential fire sprinkler systems are listed to UL 1821 and provide a flexible solution meeting NFPA 13D requirements. Uponor provides exceptional support, training, products and materials to ensure peace of mind for homeowners, installers and AHJ's.

USA Tank Storage Systems

14174 Highway 43
Seneca, Missouri 64865
Phone: 417.776.2500
FAX: 417.776.2524
Website: www.usatanksales.com

Founded:
1978

Primary Products/Services:

Fire Protection/Water Storage Tanks

Hours of Operation:

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

Management:

Brian Bell, President & CEO
Chris Slinkard, General Manager, Steve Currence, Director of Sales

Sales Contact:

Steve Currence

Company Profile:

USA Tank has been engineering and constructing customized storage systems for over 30 years. We are an industry leader in the supply and erection of storage tanks in coated carbon steel, stainless steel and fiberglass construction. We provide storage tanks for potable water, fire protection, wastewater and petroleum industries. USA Tank also offers maintenance, inspection, repair and tank insulation systems for heated and cold storage applications. We can provide turnkey solutions for all your tank storage needs.

Victaulic Company

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

Founded:
1925

Market Area:

Global

Management:

Bob Freidl, V.P., Market Dev.

Company Profile:

For more than 85 years, Victaulic has been the world's leading manufacturer of grooved mechanical

pipings products including a full offering for fire protection systems. This broad product mix includes installation-ready couplings, fittings, valves, devices, sprinklers, flexible sprinkler fittings, pip preparation tools, accessories and more, all from the company that invented grooved pipe assembly technology.



The Viking Corporation

210 N. Industrial Park Drive
Hastings, Michigan 49058
Phone: 269.945.9501
Toll Free: 800.968.9501
FAX: 269.945.9599
Website: www.vikinggroupinc.com

Founded:
1897

Primary Products/Services:

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

Market Area:

Worldwide

Hours of Operation: 24/7/365

Management:

Kevin Ortyl, CEO
Mike Bosma, President
Tom Callahan, V.P.
Cary Nichol, V.P.

Sales Contact:

Cary Nicol, V.P. of Sales, Viking SupplyNet
Tel: 630.462.5860
FAX: 630.871.1898

Company Profile:

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

The experience of our employees, our

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

BRANCH OFFICES:

United States of America

Viking Corporation
210 N. Industrial Park Drive
Hastings Michigan 49058
Phone: 800.968.9501
Fax: 269.945.9599
products@vikingcorp.com

VIKING SUPPLYNET - SOUTH REGION

Viking SupplyNet (**Atlanta**)
800 Westlake Pkwy, Suite 820
Atlanta, GA 30336
Phone: 800.234.2443
Fax: 404.346.6771
south@supplynet.com
Sales Contact: Adam Owens, Terry Pickvet, Jeff Trew

Viking SupplyNet (**North Atlanta**)

100 Piedmont Court, Suite A
Doraville, GA 30340
Phone: 770.446.3068
Fax: 770.446.3713
south@supplynet.com
Sales Contact: Jeff Trew

Viking SupplyNet (**Orlando**)

503 Ocoee Business Parkway
Ocoee, Florida 34761
Phone: 407.656.7600
Fax: 407.656.7675
south@supplynet.com
Sales Contact: Grant Rhodes, Jeff Trew

Viking SupplyNet (**Miami**)

2840 SW 42nd Street, Port 95
Fort Lauderdale, Florida 33312
Phone: 954.791.1756
south@supplynet.com
Sales Contact: Will Allgood, Jeff Trew

Viking SupplyNet (**Houston**)

6911 Fairbanks North Houston Road, Suite 100
Houston, TX 77040
Phone: 713.896.8464
Fax: 713.896.8429
south@supplynet.com
Sales Contact: Paul Swan

Viking SupplyNet (**Dallas**)

1536 Hutton Drive, Suite 120
Carrollton, Texas 75006
Phone: 972.466.0933
Fax: 972.466.0853
south@supplynet.com
Sales Contact: Perry Adams

Viking SupplyNet (**Memphis**)
Airport Distribution Center #8,
4299Air Trans Road,
Memphis, Tennessee 38118
Phone: 901.360.9401
Fax: 901.360.9428
south@supplynet.com
Sales Contact: Tommy Haberman, Adam Owens

Viking SupplyNet (**Charlotte**)

11517 Cordage Street, Suite P
Charlotte, NC 28273
Phone: 704.588.8880
Fax: 704.588.8650
south@supplynet.com
Sales Contact: Mark Van Dyne, Adam Owens

VIKING SUPPLYNET - WEST REGION

Viking SupplyNet (**Los Angeles**)

4100 Bonita Place, Unit B
Fullerton, California 92835
Phone: 800.366.1727
Fax: 714.992.4630
west@supplynet.com
Sales Contact: Dave Swanson, Jim Gudger, Dan Juliano

Viking SupplyNet (**Phoenix**)

625 E. Watkins Street
Phoenix, Arizona 85004-2935
Phone: 602.252.0400
Fax: 602.252.2028
west@supplynet.com
Sales Contact: Paul Cress, Dan Juliano

Viking SupplyNet (**San Francisco**)

30996 Santana Street
Hayward, California 94544
Phone: 510.429.7295
Fax: 510.429.7297
west@supplynet.com
Sales Contact: Dean Engel, Dan Juliano

Viking SupplyNet (**Las Vegas**)

4701 Cameron Street, Suite D
Las Vegas, Nevada 89103
Phone: 702.795.8002
Fax: 702.795.0105
west@supplynet.com
Sales Contact: Jim Gudger, Dan Juliano

Viking SupplyNet (**Seattle**)

8001 S. 224th Street
Kent, Washington 98032
Phone: 253.872.8444
Fax: 253.872.8455
west@supplynet.com
Sales Contact: Kevin Kane, Dan Juliano

Viking SupplyNet (**Denver**)

12360 E. 46th Avenue #400
Denver, Colorado 80239
Phone: 303.576.0665

Fax: 303.576.0611
west@supplynet.com
Sales Contact: Scott Franklin, Dan Juliano

Viking SupplyNet (**Sacramento**)

5081 Kelton Way, Suite 100
Sacramento, California 95838
Phone: 916.923.1080
Fax: 916.923.1748
west@supplynet.com
Sales Contact: Dean Engel, Dan Juliano

Viking SupplyNet (**Riverside**)

6480 Box Springs Blvd.
Riverside, California 92507
Phone: 951.656.3111
Fax: 951.656.2606
west@supplynet.com
Sales Contact: Dave Swanson, Grady Smith, Dan Juliano

VIKING SUPPLYNET - MIDWEST REGION

Viking SupplyNet (**Columbus**)

2353 International Street
Columbus, Ohio 43228
Phone: 800.926.7757
Fax: 614.527.5818
midwest@supplynet.com
Sales Contact: Bob Fischer, Tom Bowers

Viking SupplyNet (**Detroit**)

26020 Mound Road
Warren, MI 48091
Phone: 586.754.0004
Fax: 586.754.8020
Midwest@supplynet.com
Sales Contact: Sandy Richter, Tom Bowers

Viking SupplyNet (**Chicago**)

640 Center Avenue
Carol Stream, Illinois 60188
Phone: 630.462.5860
Fax: 630.871.1898
northcentral@supplynet.com
Sales Contact: Ron Bergquist, Tom Bowers

Viking SupplyNet (**St. Louis**)

1600 Park 370 Place, Suite 10
Hazelwood, Missouri 63042
Phone: 314.291.4800
Fax: 314.291.4806
northcentral@supplynet.com
Sales Contact: Dan Koziol, Tom Bowers

Viking SupplyNet (**Kansas City**)

1886 N. Topping Avenue
Kansas City, Missouri 64120
Phone: 816.231.8211
Fax: 816.231.8220
northcentral@supplynet.com
Sales Contact: Dan Koziol, Tom Bowers

Viking SupplyNet (Minneapolis)
2079 Ellis Avenue
St. Paul, Minnesota 55114
Phone: 651.644.1264
Fax: 651.644.1275
northcentral@supplynet.com
Sales Contact: Jason Wardour, Tom Bowers

VIKING SUPPLYNET - EAST REGION

Viking SupplyNet (New York City - Metro)
4B Cranberry Road
Parsippany, NJ 07054
Phone: 973.541.2580
Fax: 269.818.1639
east@supplynet.com
Sales Contact: Terry Laffey, Tak Wu, Rich Lambert

Viking SupplyNet (Philadelphia)
201 King Manor Drive
King of Prussia, PA 19406
Phone: 610.279-3762
Fax: 610.277.3658
east@supplynet.com
Sales Contact: Jim Dooley

Viking SupplyNet (Baltimore)
8310 Sherwick Court
Jessup, Maryland 20794
Phone: 301.490.5514
Fax: 301.490.5367
east@supplynet.com
Sales Contact: Jim Dooley

Viking SupplyNet (Hartford)
800 Marshall Phelps Road, Bldg 4
Windsor, Connecticut 06095
Phone: 860.688.0001
Fax: 860.688.0005
east@supplynet.com
Sales Contact: Tim Christie, Rich Lambert

Viking SupplyNet (Richmond)
4593 Carolina Avenue
Richmond, Virginia 23222
Phone: 804.228.1107
Fax: 804.228.1556
east@supplynet.com
Sales Contact: Amber Brock, Jim Dooley

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

Viking Fabrication Services (Southern California)
6480 Box Springs Blvd.
Riverside, California 92507
Phone: 951.656.3111
Fax: 951.656.2606
vfriverside@supplynet.com
Sales Contact: Dave Swanson, Jim Gudger,
Dan Juliano

Viking Fabrication Services (Phoenix)
625 E. Watkins Street
Phoenix, Arizona 85004.2935
Phone: 602.252.0400
Fax: 602.252.2134
vfpheoenix@supplynet.com
Sales Contact: Paul Cress, Dan Juliano

Viking Fabrication Services (Denver)
12360 E. 46th Avenue #400
Denver, Colorado 80239
Phone: 303.576.0665
Fax: 303.576.0611
vfsdenver@supplynet.com
Sales Contact: Scott Franklin, Dan Juliano

Viking Fabrication Services (Sacramento)
5081 Kelton Way, Suite 100
Sacramento, California 95838
Phone: 916.923.1080
Fax: 916.923.1748
vsssacramento@supplynet.com
Sales Contact: Dean Engel, Dan Juliano

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

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

VIKING FABRICATION SERVICES

Viking Fabrication Services (New York Metro)
4B Cranberry Road
Parsippany, NJ 07054
Phone: (973) 541.2580
Fax: (269) 818.1639
vfnnewyorkmetro@supplynet.com
Sales Contact: Tak Wu, Terry Laffey, Tim Christie,
Rich Lambert

Viking Fabrication Services (Richmond)
4593 Carolina Avenue
Richmond, Virginia 23222
Phone: 804.228.1107
Fax: 804.228.1556
vfrichmond@supplynet.com
Sales Contact: Amber Brock, Jim Dooley

Viking Fabrication Services (Atlanta)
100 Piedmont Court, Suite A
Doraville, GA 30340

Phone: 770.446.3068
Fax: 770.446.3713
vfatlanta@supplynet.com
Sales Contact: Adam Owens, Jeff Trew

Viking Fabrication Services (Houston)
6911 Fairbanks North Houston Rd.
Suite 100
Houston, TX 77040
Phone: 713.896.8464
Fax: 713.896.8429
vfshouston@supplynet.com
Sales Contact: Paul Swan, Perry Adams

CANADA

Viking SupplyNet (Toronto)
325 Vaughan Valley Blvd.
Woodbridge, Ontario L4H 3B5
Phone: 905.856.3557
Fax: 905.856.3558
toronto@supplynet.com
Sales Contact: Guy Vachon, Harv Hughey

Viking SupplyNet (Vancouver)
9938 201 St., Unit 2
Langley, British Columbia V1M3E9
Phone: 604.882.2766
Fax: 604.882.2762
vancouver@supplynet.com
Sales Contact: Nicole Crosby, Harv Hughey

Viking SupplyNet (Calgary)
#42 4216 54th Avenue SE
Calgary, Alberta T2C 2E3
Phone: 403.203.5681
Fax: 403.203.5682
calgary@supplynet.com
Sales Contact: Wayne Gurba, Harv Hughey

Viking SupplyNet (Halifax)
44 Borden Avenue
Dartmouth, Nova Scotia B3B 1C8
Phone: 902.450.5194
Fax: 902.450.3411
halifax@supplynet.com
Sales Contact: Wayne Brown, Harv Hughey

SCS Canada (Quebec)
1935 Lionel Bertrand Blvd.
Boisbriand, Quebec J7H 1N8
Phone: 450.430.7031
Fax: 450.430.9170
scs@polygon.ca

LATIN AMERICA AND THE CARIBBEAN

Viking SupplyNet
2840 SW 42nd Street, Bldg IV
Fort Lauderdale, Florida 33312
Phone: 954.791.2901
Fax: 954.791.1181

latinamerica@supplynet.com
Sales Contact: Art Gutierrez

Alvenius (Brazil)
Estrada Fernando Nobre, 293/487
Rodovia Raposo Tavares, Km 28,6
06705.490 . Cotia . SP . Brazil
Phone: 55 (11) 4613.6266
Fax: 55 (11) 4613.6261
alvenius@alvenius.ind.br

EUROPE – HEADQUARTERS

Viking SA
Zone Industrielle Haneboesch
L.4562 Differdange/Niedercoorn, Luxembourg
Phone: +352.58.37371
Fax: +352.58.3736
vikinglux@vikingcorp.com
Sales Contact: Dominique D'Antonio

Additional Locations – Europe

- France
- The Netherlands
- Germany
- Sweden (Stockholm)
- Sweden (Knivsta. fabrication)
- Italy
- Spain
- United Kingdom (North Lincolnshire)
- United Kingdom (West Midlands)

ASIA – HEADQUARTERS

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

Additional Locations – Asia

- Japan
- Hong Kong
- Korea
- China (Shanghai)

SOUTHERN HEMISPHERE LOCATIONS

Australia
Viking Fire Protection Supplies Pty. Limited
95 . 99 Hardys Road, Underdale SA 5032, Australia
Phone: +61.8.8352.2888 Fax:+61.8.8352.2755
fireprot@e.access.com.au
Sales Contact: Rick Tanner

South Africa
Firequip CC
P.O. Box 14579, Bredell 1623, South Africa
Phone: +27.11.396.1800 Fax: +27.11.396.1810

dave@firequip.co.za
Sales Contact: Dave Martin

New Zealand
Viking Sales & Services Limited
12 Cornish St, Korokoro Lower Hutt 5012
P.O. Box 30737, Lower Hutt 5040, New Zealand
Phone: +64.4.589.0856 Fax: +64.4.589.0413
vikingnewzealand@vikingcorp.com
Sales Contact: Peter Clark
Viking Sales & Services . Auckland
Unit 4, 17 Airpark Drive
Airport Oaks, Auckland 2022
New Zealand
Tel: (+64) 9 969 9009
Fax: (+64) 9 969 9007
vikingnewzealand@vikingcorp.com

Watts

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

Management:
Ken Nolan, National Product Manager

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

F.W. Webb Company
152 Will Drive
Canton, Massachusetts 02021
Phone: 781.828.5559
FAX: 781.828.8060
Website: www.fwwebb.com

Company Profile:
With 22 years of sprinkler fabrication and distribution experience from a single branch in Stoughton, MA, F.W. Webb Company has executed a fire protection expansion plan by opening a 50,000 sq. ft. state-of-the-art fabrication plant in Canton, MA and simultaneously added fire protection inventories throughout New England and Upstate New York. Additionally, we've invested in dedicated sprinkler salespeople at these locations, namely, Cranston, RI; Hartford, CT; Albany, NY; Williston, VT and Portland, ME. Our mission is to grow our business

by constantly and consistently improving customer service, providing high quality products at a fair price, and investing in new technology that provides sustainable value to our customers.

Wheatland Tube Company

700 S. Dock Street
Sharon, Pennsylvania 16146
Phone: 724.983.1692
Toll Free: 800.257.8182
FAX: 724.346.7260
Website: www.wheatland.com

Founded:
1877

Primary Products/Services:
Sprinkler, Standard Pipe, Mechanical A53 and A106 Seamless Fence Framework and electrical conduit.

Sales Contact:
Bob Bussiere, GM Fire Sprinkler Sales

Company Profile:
Wheatland Tube Company has a broad range of listed and approved steel pipe for use in fire sprinkler systems., from our engineered light wall family of Mega products to standard wall schedule 10 & 40 with sizes to 8". MIC SHIELD™ is the only factory applied antimicrobial coating approved by FM and Lubrizol for use in hybrid sprinkler systems in conjunction with CPVC fire sprinkler systems. Wheatland has products to suit your steel sprinkler applications. For engineering ease, Wheatland also offers the needed seismic and hydraulic calculation data on all products for proper design applications.

Wilkins, a Zurn Company

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

Founded:
1906

Primary Products/Services:
Valves for Fire Suppression Systems

Market Area:
Worldwide

Hours of Operation:
6:30 a.m. . 5:00 p.m. PST Mon..Fri.

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

NATIONAL FIRE SPRINKLER ASSOCIATION

Sales Contact:
Paul Wait, National Sales Manager
Phone: 805.226.6296
FAX: 805.238.5766

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

Xerxes Corporation
7901 Xerxes Avenue South
Minneapolis, Minnesota 55431
Phone: 952.887.1890
FAX: 952.887.1882
Website: www.xerxes.com

Founded:
1979

Primary Products/Services:
Underground Storage Tanks

Market Area:
United States

Management:
Tom Tietjen, Vice President, Sales and Marketing
Sales Contact:
Kristi Peterson, Marketing Manager.
Phone: 952.887.1828


Company Profile:
Xerxes is a manufacturer of fiberglass underground storage tanks which are used by the fire protection industry for storage of standby water supply. Nationwide delivery is available from four manufacturing facilities, which produce tanks with capacities up to 65000 gallons. Xerxes tanks are light weight, easy to install and price competitive with alternative products.

Zurn Pex, Inc.
116 Maple Street
Commerce, Texas 75428
Phone: 903.886.2580
Toll Free: 800.872.7277
FAX: 800.209.2148
Website: www.zurnpex.com

Founded:
1900
Primary Products/Services:
PEX for Residential Fire Sprinkler Systems

Market Area:
United States & Canada
Hours of Operation:
8:00 a.m. – 5:00 p.m. CST Mon..Fri.

Management:
Trevor Johnson, Gen. Mgr.
Patrick Sauer, Director of Distribution
Brian Fiorisi, Product Mgr.

Company Profile:
Zurn Pex, Inc. manufactures and distributes PEX systems intended for use in multipurpose residential fire sprinkler systems. Zurn Pex, Inc. products are used in residential and light commercial plumbing and radiant heating systems. Zurn Pex, Inc. is part of Zurn Industries, LLC, founded in 1900 in Erie, Pa. The company is a recognized industry leader for designing and manufacturing engineered plumbing and radiant heating products. Zurn's four primary business units are Specification Drainage, Wilkins, Commercial Brass and Fixtures and Zurn Pex. 

RELIABLE NEW PRODUCTS



N25 ESFR (K-25.2)
Designed to be **shorter, and more compact** than other K25 ESFR sprinklers, which allows piping to be installed further from the ceiling and obstructions



KFR-CCS 56 (K-5.6)
Combustible Concealed Space Sprinkler providing **coverage up to 256 ft²**



G6-80 QR EC HSW (K-8.0)
With the **largest listed spacing** – up to 16'x 24'



EX Dry Pipe Valve
Lightweight, low friction loss
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Contact: Rocco Dillio
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Elgin, Illinois 60124
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Email: jimbo@fiersafetyfsci.com

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Contact: Jim Tuten

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Contact: Mike Simpson, Water Operations Mgr.

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Liability Protection: Don't Wait Until It's Too Late

By Jason Webb

If you were to review your ITM work practices right now, how prepared do you think you are to defend yourself against a liability suit? If you are like most contractors, you tend to think you are fairly well prepared. But based on the feedback from NFSA's new ITM: Navigating Through the Liability Minefield seminar, that may not be the case. However, there are a few simple steps that can be taken today to help reduce your liability exposure.

One of the primary questions to think about is "do I have a contract with all of my ITM customers that clearly outlines exactly what services I will and won't be performing"? If the answer is no, this is an excellent first step towards being better protected. Especially if you consider that uncomfortable conversation between the contractor and the owner after something bad happens. It usually starts with the owner saying "I thought you were making sure my system was okay."

Discussions about the scope of your work should take place before the process begins, and be in writing. At a minimum, there should be a written agreement limiting your inspections and tests to those required by NFPA 25. There are many other significant elements of a contract like waivers of subrogation and liability limits that should be agreed upon as well. You should consult someone familiar with contract law in your state for specific guidance.

Of course, a contract limiting your work to those things that are within the

scope of NFPA 25 doesn't provide much protection if the work being done doesn't follow the standard. Trained inspectors and up-to-date inspection forms that are consistent with NFPA 25 are just as important. Following the forms and limiting comments on them to things that can only be cited in the standard is critical. Just as critical, is knowing which edition of the standard is adopted where the system is located. Lawsuits have been lost by companies trying to save a few dollars by


Just as critical, is knowing which edition of the standard is adopted where the system is located.

using up old inspection forms after a new edition of NFPA 25 is adopted. When the standard changes, so should your forms.

An easy example would be in how recalled sprinklers are dealt with. Let's assume a jurisdiction in which you work was enforcing the 2008 edition, and then adopted the 2011. Once that change took place, including recalled products on the ITM report would be problematic. The newer edition does not consider identifying recalled sprinklers to be part of the routine ITM process, but the older did. Pointing them out as a deficiency, or even checking a box indicating that there were none found, would be outside the scope of the adopted edition of NFPA 25. Even if you have a well-written contract, once you step outside the scope of the standard

you were working under, there's no going back.

One thing that a contract and a good process can't do is anticipate the actions of the other stakeholders in the ITM process. AHJ's that require verification of things outside the scope of NFPA 25 or owners that don't provide adequate access can put the contractor in a bad situation. Proper documentation and doing what you can to address issues like these before they happen is worth the extra effort.

There's an old saying that "the best time to plant a tree was 25 years ago, the next best time is today." I'm sure that wasn't written with ITM liability in mind, but the sentiment holds true. Unrealistic expectations and costly misunderstandings happen because of a lack of a written agreement. Improperly trained inspectors who aren't thoroughly familiar with NFPA 25 can open a company up to unnecessary risk. The best time to deal with these things is before something happens, not after the subpoena has been delivered. 



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NFSA recognized as Tampa 2 Sponsor with plaque and brick placed at NFFF Memorial in Emmitsburg, Maryland. Pictured from left are: NFSA President Russ Fleming, Vina Drennan and NFFF Board member Seth Statler.



Vina Drennan was joined by her daughter Adrienne and her family. How rewarding for Adrienne to be in the first row to support her mother at such an important event.



NFSA Director of Public Fire Protection, Vickie Pritchett, assisted with the Tampa 2 program delivery during the opening and closing sessions, moderating the final "kitchen table" panel that brought key issues full circle.

By Vickie Pritchett

Notes from the Fire Scene...

Partnering with other national fire service organizations is a big part of who we are as an association. It's often said that the fire sprinkler industry is like one big family, and that same characteristic is used to describe and true of our nation's fire service.

NFSA was involved with the 10 year anniversary event - Tampa 2 Life Safety Summit - held in Tampa, Florida March 10 - 12, 2014 by the National Fallen Firefighters Foundation (NFFF). NFSA President Russ Fleming and I participated in this historical event that took the time to revisit the NFFF Life Safety Initiatives. What an inspiring and rewarding event for us. And one that I would like to share highlights with you.

Rewarding in what way? Every way! It's good to be reminded that the fire service is indeed our best friend and ally, Russ Fleming said during an interview onsite. My answer would also include, inspiring. Sometimes, it's nice to be reminded and inspired to reach higher, work harder ... seek more. The speakers at Tampa 2 did that. They challenged us to think outside the box, challenge the status quo... move outside our comfort zone. Is this mindset and strategy relevant to our business of life safety? Absolutely! With over 350 of our nation's fire service leadership in the room, this was indeed a milestone for us, and we were proud to be a supporter.

One of the speakers was our very own Common Voices advocate, Vina Drennan. As an opening session keynote speaker, Vina commanded the first standing ovation of the Tampa 2 Summit and we were cheering her on proudly. She has the ability

"Never be afraid to step up and be involved in the process. As an association that represents those who manufacture, supply and install fire sprinklers we are uniquely qualified to be a great life safety partner with our fire service friends."

to frame the problem and the solution in a way that really makes you think, and she does this with ease when the topic is fire sprinklers. She shared with the group the importance of being actively engaged in leadership and education regarding how fire sprinklers work and how they can and do save lives. She shared the starfish story and asked everyone listening to "make a difference" every time they had an opportunity.

Chief Tim Sendelbach, Editor of FireRescue magazine and another supporter of fire prevention and fire sprinklers, received a standing ovation for his energetic and riveting keynote address on the second day of the Summit. Tim started off by declaring to the mostly fire service audience of over 350 that he intended to make everyone a bit uncomfortable. "I may bruise you, but I do so because we need to tackle the tough topics." Prevention played a role in his challenge to the fire service, with the connection being made between prevention of flashover and the easiest way to do that - with the installation of fire sprinklers!

To me, it's especially rewarding to hear fire sprinklers be a part of so many positive conversations, and to not be the one who is having to jump up and down to make that so. The fact that we have built solid relationships over time with our fire service allies is evident as we begin our next

level outreach partnering together. NFSA is a part - and a big part - of the next steps required for this cultural shift to be successful. We are here to support local AHJs as well as state and national organizations that are willing to embrace and engage in the battle of life safety. Utilizing our Public Fire Protection team, along with Regional Operations we are able to create a valuable resource for those wishing to elevate their community risk reduction programs.

Never be afraid to step up and be involved in the process. As an association that represents those who manufacture, supply and install fire sprinklers we are uniquely qualified to be a great life safety partner with our fire service friends. Many shared the analogy that the fire service is a sleeping giant and it's time to awaken the giant! We stand ready to assist as fire service leaders work to adopt codes that will make their communities and states safer.

Till next time, be safe! 🇺🇸



Director, Public Fire Protection

Vickie Pritchett



Inspection and Testing for the Fire Sprinkler Industry

This comprehensive text will cover the basic inspection and testing requirements for fire sprinkler and standpipe systems including fire pumps and water tanks that serve as water supplies for these systems. Beginning with a history and development of the rules of inspecting and testing systems and continuing with an explanation of the common terms and basic components, the book includes a complete discussion of the inspection and testing requirements of these fire protection systems. This is an excellent study guide for NICET Level I and Level II certification in the Inspection and Testing of Water-Based Fire Protection Systems.

To pre-order please go to
<http://bit.ly/nfsaitm>

REGIONAL ROUNDUP

NEW YORK REGION



DOMINICK KASMAUSKAS
Regional Manager

NEW YORK

New York Senator Greg Ball has appointed New York Regional Manager Dominick Kasmauskas, a former fire captain, fire inspector, fire instructor, and New Jersey State Police HazMat instructor to serve on the Senator's Fire Advisory Council. Dom will be working closely with other building, fire, and life safety notables to address top priority Bills to ensure more safety to New York State's citizens and visitors. The first objective of the Fire Advisory Council is S5041A to address illegal SROs and other non-permitted or non-code alterations to buildings. The Council will address new legislation during the "off season" too.

Dominick Kasmauskas is NFSA's New York Regional Manager. He can be reached at Kasmauskas@nfsa.org or 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303, Phone 518.937.6589, Fax 518.836.0210.

NEW ENGLAND REGION



DAVE LAFOND
Regional Manager

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

Hello National Fire Sprinkler Association members. I have returned to the NFSA family and look forward to working for all of you and continue the advocacy of automatic fire sprinkler systems as the most effective life, property and environmental saving devices.

As I am writing this report most of the nation knows about the tragedy that befell the City of Boston on Wednesday March 26, 2014. A fire driven by strong winds raced through a "brownstone" apartment building, trapping and killing

two firefighters in the basement where their colleagues could not rescue them. Thirteen other firefighters were injured in the blaze and several police officers were also taken to the hospital. Some of the apartment's residents had to be rescued from the upper floors of the four-story brick wood joist building.

Fire Lieutenant Edward J. Walsh and Firefighter Michael R. Kennedy will be laid to rest respectively April 2 and April 3, 2014.

What Boston and other Massachusetts residents might not know, however, is that just two weeks ago, legislative bills that would have offered both citizens and first responders added protection from the ravages of fire were banished from legislative consideration and sent to a study committee where they will likely never be discussed again. HB 2121, HB 2123 and HB 2129 otherwise known as An Act to Prevent Fire Deaths and Enhance Fire Protection, would have provided local governments the option to require the installation of fire sprinkler systems into newly constructed homes. These bills simply aim to prevent casualties, devastating injuries and massive property damage in the event of fire. The opposition, in particular the National Association of Home Builders, vehemently lobbied against legislation claiming the cost is too much and that homes are safe enough.

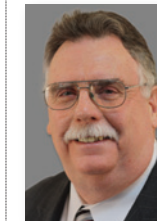
Once again the National Association of Home Builders and their massive power in the Legislative process allowed them to misrepresent the truth about the impact of residential sprinklers. The fire sprinkler concept is being grossly misrepresented by homebuilding interests and this distortion is starting to seep into the commercial market.

Please consider writing the Co-Chairs assigned to the Joint Committee on Public Safety and Homeland Security, Senate Chair James E. Timility, james.timility@masenate.gov and House Chair Harold P. Naughton, Jr. Harold.naughton@mahouse.gov. Express your support of these important life safety bills as a means of protecting Massachusetts's citizens and first responders.

We can change the future of fire.
 Dave LaFond is NFSA's New England

Regional Manager. He can be reached at Lafond@nfsa.org or at 2 Burns Way, Holyoke, Massachusetts 01040, Phone: 413.244.7653.

MID-ATLANTIC REGION



RAYMOND W. LONABAUGH
Regional Manager

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

As you may recall S2273 and A1570, New Home Fire Safety Act requiring residential fire sprinklers in new townhouses, one- and two-family homes died on Governor Christie's desk in a lame duck legislative session because of no action taken by the Governor. The New Home Fire Safety Act was reintroduced by Assemblyman John S. Wisniewski with Assembly Bill 1698 on January 16, 2014. The bill has been referred to the Assembly Housing and Community Development Committee. The Committee had scheduled to hear the bill on Monday March 3, 2014 at 2:00 p.m., however, the Committee hearing was rescheduled for Thursday, March 13th at 2:00 p.m. due to the snow storm on March 3rd.

Raymond W. Lonabaugh is the NFSA Regional Manager for the Mid Atlantic Region. He can be reached at: lonabaugh@nfsa.org or P.O. Box 126, Ridley Park, Pennsylvania, 19078. Phone: 610.521.4768.

SOUTHEAST REGION



WAYNE WAGGONER
Associate Director of Regional Operations - East

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

Sprinkler System Stops Commercial Fire, Chattanooga, Tennessee

A fire was reported at the NWA Plastics

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Company located at 5910 Quintas Loop Road in Chattanooga. Upon arrival, firefighters from Quint 8 investigated the incident and discovered the remains of a fire. As of this report, it appears that a motor used to power an air compressor overheated causing it to catch fire. As the fire began to grow, a fire sprinkler was activated. The activation of the sprinkler extinguished the fire prior to arrival of the fire department. At the time of this report no estimate of damages had been given, but with the proper action of the sprinkler system, damage was expected to be minimal. Six Chattanooga Fire companies responded to the alarm.

Sprinkler system extinguishes early morning fire at Doubletree Hotel, Rocky Mount, North Carolina

A fire sprinkler system extinguished a small electrical fire at a Doubletree Hotel. Rocky Mount Fire Chief Trey Mayo said a guest at the hotel smelled smoke and activated a fire alarm pull station to alert authorities. Crews responded shortly after and met with a security officer who said the smoke odor was on the fourth floor. Firefighters reportedly found a small amount of smoke in the hallway and water coming out of a guest room, which was unoccupied. When firefighters entered the room the fire sprinkler was activated and minimal fire damage was noticed around the heating unit in the room. The fire activated the room's sprinkler before the fire spread throughout the room and other rooms in the hotel. Mayo said the hotel did not need to be evacuated due to the automatic sprinkler system. No one was injured during the incident.

Wayne Waggoner is the NFSA Associate Director of Regional Operations-South. He can be reached at Waggoner@nfsa.org or PO Box 9, Andersonville, Tennessee 27705, Phone 865.755.2956, Fax 865.381.0597. ☎

FLORIDA & PUERTO RICO



LORELL BUSH
Regional Manager

FLORIDA, PUERTO RICO

A fire occurred in an industrial laundry facility directly across the street from fire station #1 in downtown Ocala, Florida. The business named UniFirst is a 25,000 square foot two story concrete block building. Twenty one firefighters with Ocala Fire Rescue responded to the fire alarm at 2:06 a.m. and arrived within one minute to find smoke coming from the south end of the building. Upon entry in thick smoke conditions firefighters discovered that one fire sprinkler had activated, as the system was designed, to contain the flames that began in a bin of mop heads. Fire investigator Captain Alan Peters who was called to the scene determined the cause of the fire to be spontaneous combustion. The building valued at \$2,000,000 dollars suffered \$1,000 in damage; very little fire damage occurred to the contents, however smoke did affect a portion of the clothing and articles inside. UniFirst management representatives told fire officials that 57 people are employed by the laundry, which reopened for business shortly after the fire. There was no one inside the building at the time the fire started. Fire Battalion Chief Travis Welter attributed the small dollar fire loss due to the business having a fire sprinkler system, a monitored fire alarm system and a rapid response by firefighters.

Lorrell Bush is the NFSA Regional Manager for the Florida Region. She can be reached at bush@nfsa.org or 2025 Droylsden Lane, Eustis, FL 32726. Phone: 352.589.8402 Cell: 954.275.8487 Fax: 561.327.6366. ☎

GREAT LAKES REGION



RON BROWN
Regional Manager

INDIANA, MICHIGAN, OHIO,
WEST VIRGINIA, KENTUCKY

The state of Ohio is in the process of adopting amendments to the recently adopted (2013 Ohio Building Codes) building code. A Board of Building Standards hearing date has been set for February 28. The amendments being considered are intended to add clarification to code related issues and to correct minor technical errors found in the text of the code after it was adopted. These changes will have little if any impact on the fire sprinkler requirement of the code. The exclusion for fire sprinklers in various portions of the code was addressed in the code review and adoption process that occurred a few years ago.

In March, the Residential Code Advisory Committee (RCAC) will begin review of the 2012 International Residential Code (IRC) for state wide adoption. The review will be performed at the RCAC's regular meetings which are held the last Wednesday of each month beginning at 9:00 a.m. at 6606 Tussing Road, the offices of the Ohio Board of Building Standards. The review will begin Wednesday, March 26th and continue each month until the review is complete. The length of the meetings will vary based on the amount of material that will need to be reviewed.

Currently, the committee does not intend to adopt the 2012 IRC in total. Instead, they will review the 2012 IRC to determine if there are new provisions that should be incorporated into the 2013 Residential Code of Ohio (RCO). Although the Committee would like to complete the review in a timely manner, they are not certain how many chapters they will be able to complete each month. There is a certain amount of preparation work necessary each month prior to the review of a chapter. The plan is to notify you each month, one week in advance of the meeting, which Chapters will be reviewed at

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the upcoming meeting.

The committee does not intend to adopt a "new code" until 2018. Given this policy, upon completion of considering modifications to the 2013 RCO, which would take effect in mid 2015, a review of the 2015 IRC will begin with the intent of using it as the base document for what will become the 2018 RCO.

This will be Ron Brown's last report as he will be retiring from NFSA as of March 31.

Ron Brown is the NFSA Regional Manager for the Great Lakes Region. He can be reached at Brown@nfsa.org or 1615 Cypress Spring Drive, Fort Wayne, Indiana 46814, Phone 845.661.6534; Fax 260.625.4478. ☎

ILLINOIS REGION



BOB TINUCCI
Regional Manager

ILLINOIS

A Common Voices Fire Safety Day is coming to Illinois on Tuesday, April 28, 2014 at the Embassy Suites in East Peoria. Lunch will be provided and there will be a live burn demonstration at 1:30 p.m. All are invited to join in a day of learning about community fire protection, facts regarding the fire problem and the solutions that exist. Common Voices advocates will be on hand to share first-hand experiences of the tragedy fire can cause and to advocate for solutions.

Bob Tinucci is the regional manager for the North Central Region. Bob can be reached at 6401 Richmond Avenue, Willowbrook, Illinois 60527, phone/fax: 630.655.1875, cell: 630.514.1601, email: tinucci@nfsa.org. ☎

WISCONSIN REGION



DAN GENGLER
Regional Manager

WISCONSIN

Dan Gengler returned to NFSA as Regional Manager for the State of Wisconsin on January 1, 2014. He looks to be actively involved in industry related activities, training and meeting with members and non-members to keep all informed. Dan's relationships with all Wisconsin fire service groups will continue to keep those lines of communications flowing positively.

Dan Gengler is NFSA's Regional Manager for the state of Wisconsin. He can be reached at Gengler@nfsa.org or P.O. Box 286, Waupaca, Wisconsin 54981, Phone: 262.325.1958. ☎

MINNESOTA REGION



TOM BRACE
Regional Manager

MINNESOTA

Save the Date

NFSA's Minnesota Chapter will host its Annual BurnAid Golf Outing to benefit Regions Hospital Burn Center on Monday, September 8, 2014 at North Oaks Country Club.

Tom Brace is NFSA's Regional Manager for the state of Minnesota. He can be reached at Brace@nfsa.org or 1433 Idaho Ave West, St. Paul, Minnesota 55108, Phone: 651.644.7800. ☎

SOUTH CENTRAL REGION



CYNTHIA GIEDRAITIS
Regional Manager

ARKANSAS, LOUISIANA,
OKLAHOMA, TEXAS



Metro Fire Protection – 15 Year Award

Ed Juth, President of Metro Fire Protection accepts the NFSA 15 year award on March 26, 2014 in Grapevine, Texas at the NFSA North Texas Chapter meeting. In addition to supporting NFSA, Ed has been very active in the Fire Sprinkler Contractors Association of Texas and in legislative efforts protecting Fire Sprinkler Companies!



Williams Automatic – 25 Year Award

Tim McCoy, of Williams Automatic Sprinkler accepts the NFSA 25 year award on March 27, 2014 from OFSA President Raymond Lawson at the OFSA - Oklahoma Fire Sprinkler Association meeting. Tim helped to start the OFSA as well has been the

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lead fire sprinkler manager within Williams Automatic!

Cindy Giedraitis is the NFSA Regional Manager for the South Central Region. She can be contacted at giedraitis@nfsa.org or PO Box 10403, College Station, Texas 77842. Phone: 979.324.8934.

CENTRAL REGION



CHRIS GAUT
Regional Manager

IOWA, KANSAS, MISSOURI

Sioux City Fire Officials to Explore Apartment Sprinkler Requirements

Fire Department officials in Sioux City, Iowa plan to discuss whether they should ask the city to change city code and require fire sprinklers in older multi-unit housing units. A fire in March in an apartment building in which residents of 24 units were displaced prompted revisiting the issue.

City code requires sprinklers in new apartment buildings, but older ones are exempt. The apartment building in question did not have a fire sprinkler system.

A local fire official said sprinklers would have helped douse the fire. The International Fire Code, which Sioux City follows, does not require landlords to install fire sprinkler systems in older buildings.

City officials would have to amend city ordinances to make a change. The question is whether it's feasible to ask landlords to install fire sprinkler systems in old buildings, a local fire official said.

The Fire Department has discussed the issue after fires in the past, but has not approached city leaders about revising the code.

Chris Gaut is the NFSA Regional Manager for the Central Region. He can be reached at gaut@nfsa.org or NFSA Central Region Office, 207 Van Buren Rd. Branson, MO 65616, Phone 845.803.6426, Fax 636.410.7700.

GREAT PLAINS REGION



ERIC GLEASON
Regional Manager

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

Home Fire Sprinkler \$300 Tax Rebate Program

In Colorado, the South Metro Fire Rescue Authority is offering a one-time property tax rebate to the property owner of any newly-constructed, one- and two-family dwelling or townhouse where a home fire sprinkler system is installed. The \$300 rebate is about the annual fire district taxes paid on the average home in the SMFRA jurisdiction. To qualify, homes must be under contract or closed between October 28, 2013 and December 31, 2015. Adding sprinklers to an existing home also qualifies. Contact www.southmetro.org for more information.

The City of Louisville, Colorado has adopted the 2012 IRC, IBC & IFC. As such, all new construction in the city will be protected with automatic fire sprinklers. A tremendous thank you goes out to Chief Parker and Marshal Mestes for their hard work and dedication in protecting the citizens of Louisville.

Eric Gleason is the NFSA Regional Manager for the Great Plains Region. He can be contacted at gleason@nfsa.org or P.O. Box 62157, Littleton, CO. 80162. Tel: 720.470.4894.

WEST REGION



BRUCE LECAIR
Associate Director of Regional Operations - WEST

CALIFORNIA, HAWAII, NEW MEXICO, NEVADA, ARIZONA

Check out the NFSA West and Southwest Websites

At long last the two websites planned for the NFSA Southwest Region are online as

announced in e-mails sent from Southwest Regional Manager Bruce Lecair. The NFSA West Regional Website featuring news, training, valuable links, meeting updates, Chapter news and contact information can be reached at www.nfsawest.org for the California Chapters and the state information for Hawaii and California. Go the www.nfsasouthwest.org for the soon to be Phoenix Area NFSA Chapter and state information for Arizona, New Mexico and Nevada. The sites are on a public domain and a great tool for letting people know what is going on, how to be a part of NFSA and why it is important for them to be members of NFSA and an active member of a local NFSA Chapter. The sites will be updated monthly.

Bruce Lecair is NFSA's Associate Director of Regional Operations - West. He can be reached at lecair@nfsa.org or Phone: 951.277.3517, Fax: 951.277.3199.

NORTHWEST REGION



SUZANNE MAYR
Regional Manager

ALASKA, IDAHO, MONTANA, OREGON, WASHINGTON

NFSA's two-week Layout Technician class is in full swing with participants from the Northwest and across the U.S. Instructors include Jeff Hugo and Roland Asp during week one, with Ken Isman and Bob Upson teaching during week two. Special thanks to Patriot Fire Protection for hosting the class in its training facility.



Suzanne Mayr is the NFSA Regional Manager for the Northwest Region. She can be contacted at mayr@nfsa.org or P.O. Box 7328, Tacoma, WA 98417, phone: 253.208.8467.

Breaking Ground on TempRite® CPVC Compounding Plant in India

The Lubrizol Corporation announces the groundbreaking for a new TempRite® chlorinated polyvinyl chloride (CPVC) compounding plant in Dahej, India. Construction of this plant is an integral component of the company's previously announced \$400 million global expansion of its resin and compounding manufacturing capacity. Further solidifying Lubrizol's commitment to the Indian market, investment in this new plant marks Lubrizol as the first major global producer of CPVC to establish operations in India. The estimated investment in the new plant is more than \$50 million U.S., and it will have the capacity to produce approximately 55,000 metric tons of compounds annually.

The plant will be strategically located in the Gujarat Industrial Development Corporation (GIDC), which is one of the largest chemical parks in the country. Many of the raw materials required for Lubrizol's specialty chemical product portfolio are produced in GIDC. The plant is located near excellent infrastructure and is well-



positioned geographically to serve the growing Indian market as well as support the emerging growth of the TempRite CPVC business in South Asia, the Middle East and East Africa.

A groundbreaking ceremony at the Dahej site on April 4 was attended by Eric Schnur, president of Lubrizol Advanced

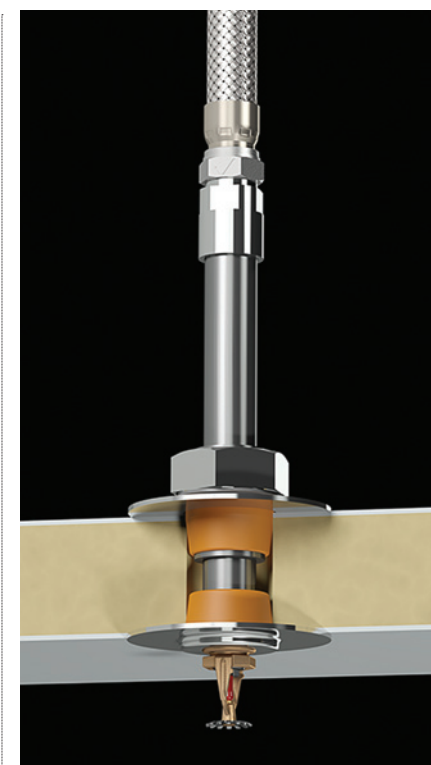
Materials; John Nunnari, global general manager of TempRite Engineered Polymers; Timothy Madden, managing director of Lubrizol Advanced Materials, South Asia; and various other members of the Lubrizol India management team.

For more information, visit Lubrizol.com.

Victaulic Introduces VicFlex™ for Cold Storage Applications

Victaulic announces the introduction of the time saving VicFlex Style AB6 Bracket for cold storage applications. In addition to saving up to 75 percent on installation time, the new VicFlex Style AB6 Bracket eliminates condensation making it a safer option for cold storage applications. If openings in the freezer wall are not sealed air-tight, condensation can drip down the sprinkler barrel and freeze, interrupting the sprinkler's spray patterns, which can be dangerous in the case of a hazard.

The new VicFlex bracket can also combat differential movement between ceilings. This is important to note because in the event of seismic activity or any settling of a building, the external structure and the freezer box inside the structure can move in different directions. With hard pipe the seal and positioning of the sprinkler can be compromised during these times, however, when using flexible systems like



VicFlex, the sprinkler will move with the activity and adjust accordingly.

For more information visit www.victaulic.com and follow them on LinkedIn, Facebook, Twitter, and YouTube.

NFSA IS THE LEADING SOURCE FOR NEWS IN THE DYNAMIC FIRE SPRINKLER INDUSTRY. STAY INFORMED BY WATCHING REGULARLY UPDATED NEWSCASTS RELATING THE TOP STORIES FROM NFSA AND THE SPRINKLER INDUSTRY.

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LETTERS

Ms. Vickie,

I just wanted to take a moment and thank you again for including the Columbia Fire Department in today's event.

Prior to obtaining my role as an Assistant Fire Marshal I was like every other fire fighter, all things suppression. Throughout my first year I have found myself struggling with the fact that I no longer participate in actions which produce immediate gratification for myself. By saying that I mean the sense of pride one feels when helping another in need.

As you know our department recently suffered a line of duty death. Our loss, coupled with the stories that were shared today, reinforces the fact that our roles are just as vital to the safety of our neighbors, just on a grander scale. We will never know the direct effect our actions have on another individual, yet I am willing to "throw the starfish back in the water."

Please pass on my gratitude to two of the bravest individuals I have ever met. I can only hope I possess an ounce of the courage they display on a daily basis if the time would ever come when I should need it.

It was a pleasure meeting all of you. If our assistance is ever needed again in the future, please do not hesitate to ask.

Respectfully,

James C. Pasley
Assistant Fire Marshal
Columbia Fire Department



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NO.	DESCRIPTION	QTY.
1	250 psi/ 1750 kPa Air Pressure Gauge	1
2	300 psi/ 2000 kPa Water Pressure Gauge	1
3	1/4" Gauge Test Valve	2
4	1/4" Pressure Relief Valve	1
5	1/2" Angle Valve	1
6	Model DPV-1 Autom. Drain Valve	1
7	1/2" 8' Swing Check Valve	1
8	1/2" 8' Swing Check Valve	1
9	3/4" 2' Swing Check Valve	1
10	3/4" 2' Swing Check Valve	1
11	2" Autom. Drain Valve	1
12	Drain Valve	1
13	Drain Valve	1
14	Drain Valve	1

NO.	DESCRIPTION	QTY.	P/N
38	1/2" x 3-1/2" Nipple	1	CH
39	3/4" x Close Nipple	2	CH
41	3/4" x 2" Nipple	1	CH
42	3/4" x 2" Nipple	1	CH
43	3/4" x 2" Nipple	1	CH
44	Model BFV-N Butterfly Valve	1	5000

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