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- Is There a 6 inch Rod Rule?
- How to Find any Code Section - Fast!
- NFPA 25: The Role of the Owner

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EDITOR

DAVID J. VANDEYAR

ADVERTISING COORDINATOR

JOANNE GENADIO

DESIGNER

JOHN L. SULLIVAN/SULLIVANDesign

SQ (ISSN 1050-4958) (USPS 524-010) is published six times a year (February - April - June - August - October - December) by the National Fire Sprinkler Association, Inc., 40 Jon Barrett Road, Patterson, NY 12563.

Telephone: (845) 878-4200. Subscription free to all NFSA members and member companies.

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Second-Class postage paid at Mahopac, NY.

POSTMASTER: Send address changes to:
NFSA, 40 Jon Barrett Road, Patterson, NY 12563



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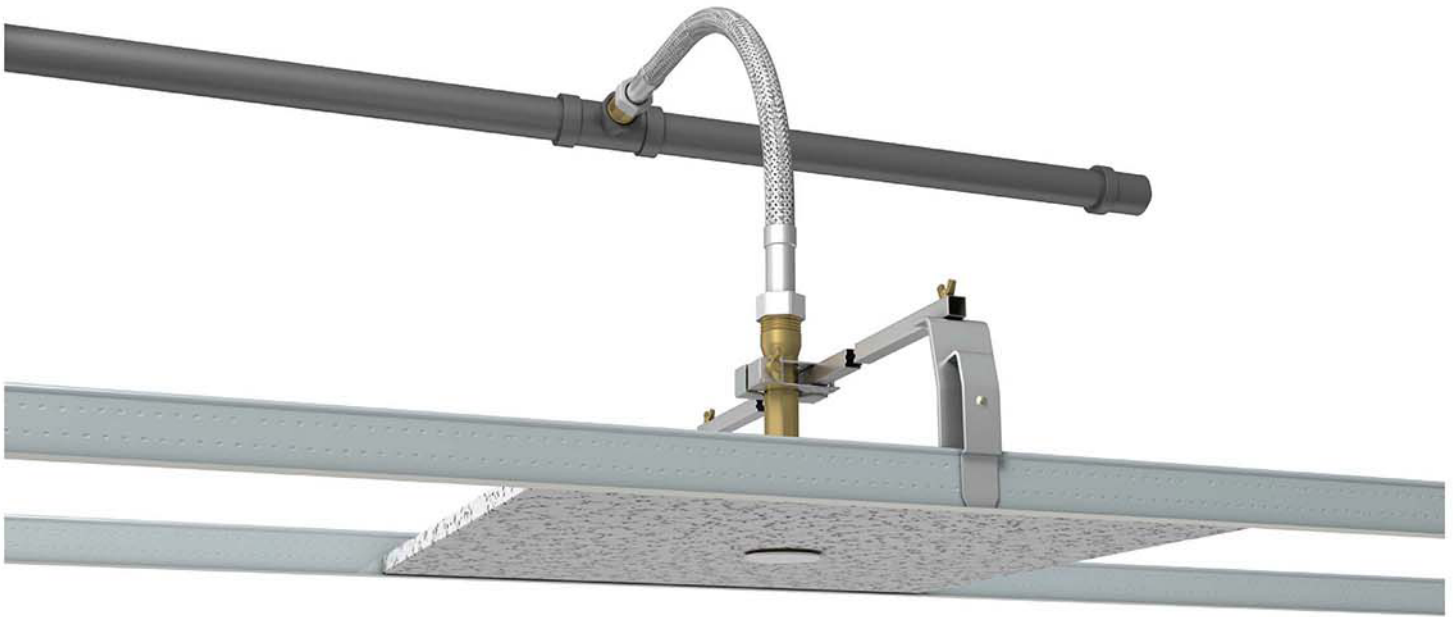
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The Phoenix Society

Russell P. Fleming, P.E.



This President's Message is being written from the 25th Annual World Burn Congress, being held in Providence, RI, during Fire Prevention Week. The major annual event of the Phoenix Society for Burn Survivors, this year's congress is taking place just a short distance from the site of the Station Nightclub fire of a decade ago, a fire that not only killed 100 people, but injured 230 others, some severely burned.

The Phoenix Society's motto "Recover, Renew, Return" describes the organization's mission to help burn victims by improving the resources for their recovery, providing environments that renew their spirit, and supporting their positive return to life.

Earlier this year I had the privilege of testifying in Brasilia, the capital of Brazil, about similarities between the Station Nightclub fire and the January 2013 fire at the Kiss Nightclub in Santa Maria, Brazil, that killed 241 people, and the difference that fire sprinklers would have made in both fires. There was a press conference held 100 days after the fire to talk about changes that were needed to prevent another such incident, and Amy Acton, the Phoenix Society's Executive Director, was a participant.

While in Brasilia, Amy Acton met with representatives of the Association of Victims of Santa Maria and told them how the Phoenix Society has taken on advocacy roles to help prevent future deaths and injuries from fire, including encouraging the installation of fire sprinkler systems. It is a testament to the character of burn victims and their organization that they do what they can to prevent others from having to experience tragedy and pain such as theirs. Mr. Adherbal Alves Ferreira, President of the Association of Victims of Santa Maria, who lost his daughter in the Kiss Nightclub fire, made the trip to Providence to share and to learn, and is helping the effort in Brazil to improve their fire codes to provide better protection.



Marchers in the "Walk of Remembrance" gather in front of the Rhode Island State Capitol to kick off the 2013 World Burn Congress.

The NFSA supports the Phoenix Society. Our Director of Public Fire Protection, Vickie Pritchett, sits on the Board of the organization. In addition to our national organization, several of our chapters routinely make donations to its efforts. Burns can result from a wide variety of causes, but the Phoenix Society, like the NFSA, knows that there is no need for uncontrolled building fires to be among those causes. For more information, or if you would like to make a personal contribution, visit www.phoenix-society.org.

A handwritten signature in black ink that reads "Russell P. Fleming". The signature is fluid and cursive.

Russell P. Fleming, *President*

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November 5, 2013	Protection of Aircraft Hangers	ONLINE
November 13, 2013	NFPA 13, 13R & 13D Update 2013	Salem, Oregon
November 14, 2013	NFPA 13, 13R & 13D Update 2013	Portland, Oregon
November 19, 2013	Exposure Systems	ONLINE
November 20, 2013	Understanding, Applying & Enforcing NFPA 25	Stow, Massachusetts
December 3, 2013	Sprinklers on Glass	ONLINE
December 17, 2013	Ask the Experts	ONLINE
January 13, 2014	Sprinkler Protection of Storage	Brighton, Michigan
January 14-15, 2014	Sprinkler Protection of Storage	Apple Valley, California
January 15, 2014	NFPA 13, 13R & 13D Update 2010	Brighton, Michigan
January 16, 2014	NFPA 13, 13R & 13D Update 2010	Brighton, Michigan
January 16, 2014	Fire Service Mains & Their Appurtenances	Apple Valley, California

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What's Past is Prologue

Dennis C. Coleman



As we approach the end of the year it is helpful to look back at our accomplishments and mistakes. As an individual, company, or national organization such as NFSA, it is always instructive to take a realistic look back as well as a view forward to get a sense of where we really are and where we need to be going. We speak in terms of continuous improvement, goal setting and self-evaluation. I would like to do this for NFSA in an attempt to judge our past efforts and hopefully get a direction, a focus and a sense of where our priorities need to be adjusted.

There have been fundamental changes in the NFSA by-laws and an evaluation of other changes that would be helpful. We have new leadership with Russ Fleming, who has been a long-time NFPA leader, but now functions as our president. Others from within the ranks have been asked to step up and take over the responsibilities that he has had to relinquish. The Board of Directors has formed a search committee to find a new Executive Vice-President to help fill the void created by Russ's promotion and to possibly lead our organization when Russ eventually retires. This will be an important decision and must be done carefully and thoughtfully. This is a good time to be deciding if we are on the best course.

NFSA is a unique and powerful organization because we bring together the suppliers and manufacturers of fire protection materials, the manufacturers of sprinklers and other sprinkler devices, and the contractors who install the sprinkler systems. This unique blend of stakeholders helps keep the NFSA balanced and also gives it a broad perspective. This is a powerful combination of people and interests that has the responsibility to "protect lives and property through the widespread acceptance of the fire sprinkler concept." There is often good perspective and strength through diversity. This group of contractors, suppliers, and manufacturers has that diversity of interests and should certainly have a strong insight and broad perspective on our industry.

In the recent past, our Board of Directors has considered our way of governing, our future leadership, our areas of potential growth, our dues structure, and our approach to our annual meetings and exhibitions. We have looked back at some of our heroes through our Golden Sprinkler Awards and Hall of Fame. We have looked forward to potential new leadership, possible changes in our revenue streams and the overall strategy of getting sprinklers into homes. We continue to promote testing and inspections, retrofitting of existing high-rise buildings and zero square foot ordinances. We have a Long Range Planning Committee that attempts to look forward and see where our ship should be heading.

We have accomplished important things through the code adoption process in the past and hope to be able to continue to maintain and expand the use of sprinklers through the building codes. Our industry has developed many new innovative products that make sprinkler systems more cost effective and reliable. We have accomplished much, but where are we headed in the future?

We need to be a forward looking organization. We need to anticipate the needs of our customers and develop new strategies for promoting our products and services. We need to get sprinklers in homes where they will save the most lives. We need to join with our natural partners like fire fighters, code officials and builders to align our interests and produce a more unified voice. We need to truly be the "Voice of the Fire Sprinkler Industry." As we contemplate our future, let us look back at where we have been and what we have done and then look forward to make goals and plans that will make us more effective and influential. It is my hope that NFSA can do this and be a true leader in our great industry.📍

A handwritten signature in black ink that reads "Dennis C. Coleman". The signature is fluid and cursive.

Dennis C. Coleman, *Chairman of the Board*

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Your Best Marketing Tool is Still the Most Basic One

by Marsha Friedman

New concepts are constantly emerging in marketing. We've seen the rise of "green marketing" – appealing to people's environmental concerns by emphasizing recycled packaging and the like. And mobile marketing, finding new ways to get the attention of potential customers clutching hand-held devices.

There's a lot to be said for new strategies, but it sometimes seems people get dazzled by novel approaches. They forget there's one enduring strategy that never fails.

Honesty.

You can only do so much telling customers and prospective clients about who and what you are. At some point, you have to show them. And if the experience you provide doesn't match with how you've represented yourself, your company, your practice, product or book, they'll not only walk away – they'll likely take others with them.

There are a lot of ways your honesty – or lack of it – can be revealed in the course of a day. Sometimes, it may seem like the price of being honest is just too high, for instance, when you've made a mistake you fear will seriously damage your reputation.

Do you own up to the mistake? Blame someone else? Cover it up?

I like Jason Fried's answer.

Jason is the co-founder of 37signals, a company that produces a chat tool called Campfire for small businesses. A couple years ago, he wrote a column in Inc. magazine about what happened when Campfire malfunctioned, sparking a real wildfire of rage among his customers.

But, he wrote, "People don't judge you on the basis of your mistakes – they judge you on the manner in which you own up to them."

Jason and his business partner were honest about their mistake, and sincere and consistent in their apologies. They corrected the problem, of course, and

also gave their customers a free month of service for the disruption.

By the end of their nightmare, Jason and his business partner were getting messages like this from their customers: "37signals has been giving a free lesson in customer service and honesty the past few weeks."

While I don't believe anyone reading this would intentionally lie to customers or in their marketing, there are many situations that test us! I find it helps to have the rules of engagement firmly in place before a situation arises.

Here are a few good "old-school" marketing strategies:

Be honest about what you can do – and what you can't.

I'm a "yes we can" kind of businesswoman. I've succeeded in business because I know there's almost always a way around an

"It boils down to the Golden Rule for business — do unto your clients, customers and prospects as you would like done unto you."

obstacle if you're flexible and creative in problem-solving. I don't back down from a challenge just because it's something I've never done before. However, I also know there are some things I cannot do. Recently, I had a prospective, high-profile client who would've been a dream to bring onboard. In our many conversations, he talked about the kind of publicity he wanted and the general goals he hoped to meet. I knew we would have no problem getting him what he was looking for. But then, just as he was preparing to sign a contract, he shared what he really wanted: His own regular segment on a national network morning show.

To get that he would need more than a publicity campaign, so it's unlikely we could make it happen for him. And I was honest about that. He didn't sign on with us, but, more important, we maintained

our integrity and he's not disappointed.

Keep your word.


If you offer a "money back guarantee," honor it upon request. If you say you'll pay a referral fee, pay it immediately. If you say you'll have something done by a certain date, move heaven and earth to meet the deadline. If for some reason you can't, let the customer know, tell them why and be prepared to help mitigate the consequences if possible. (The corollary rule on deadlines is don't promise more than you can deliver!)

Remember, there's a fine line between attention-getting and trickery.

In marketing, the competition for attention is overwhelming, so we draw upon all of our creativity to make ourselves stand out. That's fine. Tricking people is not. In fact, some tricks – like the old bait-and-switch tactic – amount to fraud. Others may not have legal consequences but can be just as damaging. (I'm thinking of the congratulatory emails sent out by LinkedIn a couple weeks ago, telling members "You have one of the top 10 (or 5 or 1) percent most viewed profiles for 2012." Many recipients were pleased and rushed to share their exclusive ranking on social media. Many weren't so pleased when the Los Angeles Times reported millions of other members also got the emails.)

It boils down to the Golden Rule for business – do unto your clients, customers and prospects as you would like done unto you. Sometimes, it requires some really hard decisions. But in the end, integrity is the most valuable marketing tool in your arsenal.

About Marsha Friedman

Marsha Friedman is a 23-year veteran of the public relations industry. She is the CEO of EMSI Public Relations (www.emsincorporated.com), a national firm that provides PR strategy and publicity services to corporations, entertainers, authors and professional firms. Marsha is the author of *Celebritize Yourself* and she can also be heard weekly on her Blog Talk Radio Show, EMSI's PR Insider every Thursday at 3:00 PM EST. Follow her on Twitter: @marshafriedman. 



The Voice of the Fire Sprinkler Industry

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The Voice of the Fire Sprinkler Industry

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FIRE PUMPS

Whether systems are fed from a public water connection or a tank, they often rely on fire pumps to provide the pressure for the fire protection system. This series will review the rules for planning, sizing and installing fire pumps.

JANUARY 7, 2014

Centrifugal and Positive Displacement Pumps

BASIC

Victoria B. Valentine, P.E.

The type of fire pump used will vary the installation requirements. Centrifugal pumps increase the water pressure by spinning and capturing the energy while positive displacement pumps operate by pistons pushing the water. The components, applications, and surrounding equipment needed per NFPA 20 will be discussed.

JANUARY 21, 2014

Fire Pump Location and Protection

BASIC

Roland Asp, C.E.T.

One of the many considerations when utilizing fire pumps is determining acceptable locations and proper methods of protection for this vital piece of equipment. Fire pumps may be located indoors in a pump room, in a dedicated pump house, or outdoors. In any case, NFPA 20 specifies that the pump be protected against interruption from service by a variety of adverse

conditions including freezing, earthquakes, fire, vermin and vandalism. Other aspects of the design that must be considered are access, drainage, ventilation and the size of the pump house/room. This seminar will discuss these aspects of pump location and protection using the performance based specifications found in NFPA 20.

FEBRUARY 4, 2014

Sizing Fire Pumps

BASIC

James D. Lake

This seminar provides attendees with the basic information necessary for the proper selection and sizing of a fire pump. It will address issues such as system demand, physical layout and water supply sources as well as the basic steps necessary for selecting the appropriate size fire pump necessary to meet NFPA 20 requirements.

FEBRUARY 18, 2014

Suction Piping and Appurtenances

BASIC

Jeffery M. Hugo, CBO and Victoria B. Valentine, P.E.

Connecting the water supply to the fire pump is the suction piping. This lesson will review the details in NFPA 20 for the suction piping. Specifically, the sizing of suction piping, acceptable fittings, and permitted devices for the suction piping will be reviewed. The importance of laminar flow along with positive pressure will also be discussed.

MARCH 4, 2014

Hydraulic Calculations with Fire Pumps

INTERMEDIATE

Kenneth E. Isman, P.E.

Fire pumps present interesting challenges for people doing hydraulic calculations. In addition, extra calculations need to be performed when a fire pump is installed to make sure that water will get to the pump from the water supply. This program will discuss the extra calculations that need to be performed and will show how to handle fire pumps as input to the various popular computer hydraulic calculations packages in use.

MARCH 18, 2014

Discharge Piping and Appurtenances

BASIC

James D. Lake

This program guides the participant through requirements for the various components that are associated with the discharge piping of the fire pump package and addresses the requirements for these appurtenances as found in NFPA 20, Standard for the Installation of Stationary Pumps for Fire Protection.

APRIL 8, 2014

Diesel Engine Drivers for Fire Pumps

BASIC/INTERMEDIATE

Roland Asp, C.E.T.

Diesel Engines are extremely dependable drivers for fire pumps, as long as the fuel supply is adequate and the equipment is properly designed, installed and maintained. A number of factors must be considered when choosing a diesel engine to drive a fire pump. Some of the important factors to consider include: the starting method, cooling the engine, ventilation of the pump room, fuel supply and noise isolation. From the starting of the engine to the discharge of the exhaust, the parts necessary for the proper operation of the diesel engine will be discussed. Also, this seminar will address the design and performance requirements for diesel engine drivers.

APRIL 22, 2014

Electric Motors for Fire Pumps

BASIC

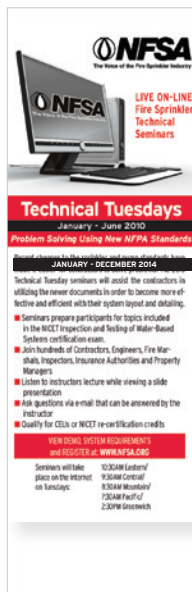
Bob Upson

NFPA 20 provides specific requirements for electric drivers for fire pumps. This includes the types of electric motors acceptable for fire pumps, acceptable voltage drop and current limits, along with the normal and stand-by electrical power sources. This seminar will review the relevant parts of the standard and explain some of the practical considerations for meeting them.

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MAY 6, 2014

Fire Pump Controllers

BASIC

Kenneth E. Isman, P.E.

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

INTERMEDIATE

Jeffery M. Hugo, CBO

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

INTERMEDIATE

Bob Upson

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

BASIC

Jason Webb

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.



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The Voice of the Fire Sprinkler Industry

By Don Pamplin

I saw a sign that said

“When Can the Right Amount of Wrong Be the Wrong Amount of Right?”

For years, Las Vegas was purposely labeled as “Sin City,” with the added incentive of “What Happens in Vegas Stays in Vegas” – a false promise that a multitude of blackmailers thoroughly exploited. The city then tried to change its image with a huge marketing program that labeled it as a “Wholesome Fun Vacation City for the Entire Family.” That didn’t work out very well as young children were exposed to explicit pornography that was handed out as advertisement on streets throughout the city, including other activities that young kids shouldn’t see or hear. Now, Vegas is embracing a marketing plan with the four billion dollar Cosmopolitan Hotel leading the way. The hotel’s new tag line is that they have just the right amount of wrong to make your vacation a memorable one.

What is the right amount of wrong?

The question reminded me of the sign referenced above that was taped to a college classroom wall to motivate a discussion on that topic. The students were told to write a mid-term essay that counted toward total year-end marks. The essays came back with a wide variety of opinions that were all over the place because each viewpoint gave examples of “situation ethics” and how they play out in different circumstances:

- When is it ok to lie to help others?
- When is it ok to kill?
- When is it ok to take credit for something

that you really didn’t do but others less fortunate than you are benefiting by that deception?

- When is it ok to steal food to feed your family?
- When is it ok to cheat to help a friend?
- When is it ok to keep the wrong change that cashiers sometimes give you because you think the store is charging too much for the item anyway?
- When is it ok to take financial compensation for expenses that you didn’t incur, but the money helps offset the poor wages your getting?
- When is it ok to cheat on your partner?
- When is it ok to under-report your income to off-set government policies and regulations that you perceive to be unfair and how bad government management is negatively affecting your company and your employees?
- When is it ok to hide your income offshore in tax havens to off-set unfair or oppressive taxation that your local, state or federal government has imposed on you?
- When is it ok to be part of the underground economy?

This is only a short list of “mental ethical excuse-trading” that goes on daily in every village, town and city in every country around the world. The list of other examples and considerations is endless. The answer to the question on the classroom sign that the professor was looking for

was *every time*.

In the world of fire protection, is there a similar perceived right amount of wrong happening that impacts the safety of residents living in communities throughout the country?

- When is it ok to have less than four firefighters on a responding fire truck as the minimum level of “emergency crew response” as identified in NFPA 1710 and not tell your citizens the truth about what that physical deficit actual means and how it seriously impacts life safety for both the fire crews and the taxpayers they are responding to?
- When is it ok to have 46 % of all fire department staff in the U.S. improperly trained in structural firefighting and not tell citizens of that deficit?
- When is it ok to have 48% of all fire department staff in the U.S. not trained in the proper delivery of emergency medical services and not tell citizens of that deficit?
- When is it ok to have 65% of all fire departments in the U.S. that are respon-

>> CONTINUED ON PAGE 16



Don Pamplin

As an NFSA Leadership in Public Safety Award recipient, Don is recognized throughout North America as a fire sprinkler advocate.

>> CONTINUED FROM PAGE 15

sible for Hazmat material response operating with crews that are not formally trained in Hazmat procedures and not tell citizens of that deficit ?

- When is it ok to have 68% of all fire departments in the U.S. who are responsible for wildland firefighting not having their crews formally trained in wildland firefighting and not telling citizens of that deficit?
- When is it ok to have 85% of all fire departments in the U.S. that are responsible for technical rescue not having their crews formally trained in technical rescue and not telling citizens of that deficit ?
- When is it ok to have 51 % of all fire departments in the U.S. without enough portable radios to effectively function on the emergency scene and not tell citizens of that serious deficit?
- When is it ok to have 51% of all fire departments in the U.S. not able to properly equip all firefighters on a shift with

self-contained breathing apparatus and not tell citizens of that health hazard deficit ?

All of these statistics are taken from the third *NFPA Needs Assessment of the U.S. Fire Service* published in 2011. These assessments are usually done on a 4-5 year cycle. All of the situations listed above are absolutely the right amount of wrong because they collectively represent an unforgiving situation that produces a false sense of security for the citizens those fire departments are expected to protect.

To make matters even worse, several other detrimental factors are also occurring.

Fire department budgets across the nation are currently being substantially reduced in many cities and communities, causing significant firefighter staff cuts and/or the physical removal of fire trucks and/or closing of fire stations. On top of that, staff levels that are left are still producing the same percentage deficits listed above that have been identified in the 2011

NFPA Needs Assessment Report.

Consider the following:

- When is it not ok for a City Manager, a Mayor or any other elected official of a city, municipality or town that doesn't have adequate fire station staffing or is experiencing staffing reductions and/or any of the above NFPA noted deficits to say or imply that "even though the fire department will be experiencing some corporate changes or systemic reductions, we are assured that the Fire Chief and his department will still be able to provide an adequate level of rescue and fire protection

to our citizens?"

- When is it not ok for a City Manager, a Mayor or any other elected official of the city, municipality or town that doesn't have adequate fire station staffing or is experiencing staffing reductions and/or any of the above NFPA noted deficits to say or imply that "we are assured that the Fire Chief and his department will be able to deliver an adequate level of rescue and fire protection without mandating fire sprinklers in all homes and other high risk occupancies?"
- When is it not ok for a Governor of a State or any other high ranking state bureaucrat to determine that it is not necessary to mandate state-wide fire sprinklers in building and fire codes when they know that there are fire departments in their state that do not have adequate fire station staffing or are experiencing staffing reductions and/or any of the above NFPA noted systemic fire department deficits ?
- When is it not ok for a Fire Chief to publicly agree with the three above examples when that Fire Chief knows that he or she and their staff cannot deliver a level of emergency services that are needed to adequately protect the citizens in his or her jurisdiction ?

The answer to these four questions is the same as it was for the original classroom question... "every time!"

And one last question... when is it not ok for many of those in the homebuilding industry across the country to tell so many lies about home fire sprinklers and how they are not necessary when there is such an overwhelming amount of documented proof that fire sprinklers are necessary and that vulnerable families can have that 24/7 level of protection in their homes across America that most fire departments cannot provide on a consistent and successful basis?

The answer again is, "every time!"

.....

Don Pamplin is a former Metro Fire Chief (Vancouver, B.C., Canada) and the former NFSA Regional Manager for the Pacific Northwest and can be reached with comments and suggestions at firecon@shaw.ca

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Building Relationships; North, South and at Home

By James D. Lake

The key to growth in any business is relationship building. For many years now NFSA has had a wonderful working relationship with our colleagues to the north; the Canadian Automatic Sprinkler Association (CASA). We have worked very closely on many initiatives, not the least of which has been training. This year alone NFSA will provide over 30 days of training in Canada, partnering with CASA to bring seminars on NFPA 13, 20 and 25 in locations from Halifax, Nova Scotia to Vancouver, British Columbia, to contractors, designers, engineers, owners and AHJs.

This year, NFSA has been contacted by our colleagues to the south; the Asociación Mexicana de Rociadores Automáticos Contra Incendio A.C. (AMRACI), or the Mexican Fire Sprinkler Association, and have had many conversations and meetings to develop a plan that will bring NFSA training seminars to Mexico.

Beginning at the 2013 NFSA Annual Seminar and North American Fire Sprinkler Expo® and continuing through the NFPA conference in Chicago in June and the NFSA Annual Staff Meeting in August, AMRACI and NFSA staff members began to build a structure for training in Mexico that may in the end look very similar to the structure for training in Canada.

The discussions resulted in two highly popular multi-day seminars on Sprinkler System Design and Hydraulics presented

“These relationships are very important to NFSA. They represent a collaboration that supports the overall growth of the fire sprinkler concept throughout the entire North American continent.”

in Mexico City in October and Guadalajara in November. Each seminar was a sell-out at 60 people and has prompted the AMRACI and NFSA staffs to continue discussions regarding scheduling more seminars in 2014, and possibly expanding into a curriculum of courses offered around the country with topics such as fire pumps, protection of storage occupancies, and inspection, testing and maintenance added to the list.

These relationships are very important to NFSA. They represent a collaboration that supports the overall growth of the fire sprinkler concept throughout the entire North American continent. We are proud to be associated with these two organizations and look forward to continuing helping them meet their training and education needs.

Relationships are also being built and strengthened at home as well. In the “From the President’s Desk” article in the July/August issue of **SQ**, NFSA President

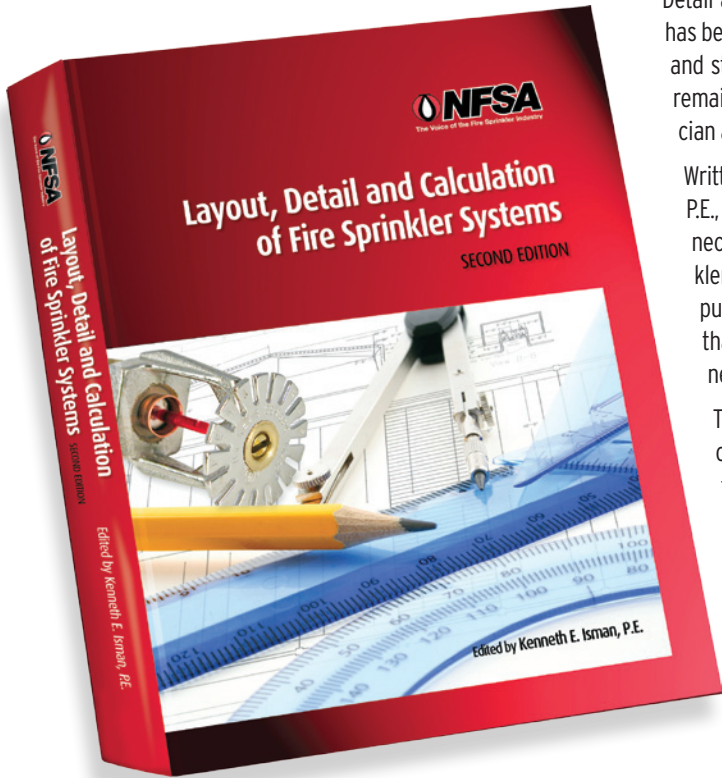
Russ Fleming talked about the sprinkler retrofitting of all nursing homes. Since then we have begun discussions with representative from the American Society of Healthcare Engineers (ASHE) to develop an information exchange and training programs that will benefit both of our industries. The idea is that NFSA will provide training and articles on topics for healthcare engineers relating to sprinkler systems, fire pumps, and standpipes as well as inspection, testing and maintenance. In return ASHE will develop training and articles on topics such as *What Contractors Need to Know about Working in Health Care and Retrocommissioning in Health Care Facilities*. We believe that these will be very important issues for sprinkler contractors in the coming years and building a relationship with our colleagues in facilities management like ASHE will not only improve the quality of our product but the success of our business as well. Cross-training each of our members is the key. 🗣️



Vice President
of Training and
Communications

James D. Lake

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



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

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

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

The text retails for \$95 (plus S&H) to members of the NFSA and \$145 for non-members (plus S&H). **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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Is there a 6-inch Rod Rule?

By Kenneth E. Isman, P.E.

In order to prevent sprinkler system piping from moving too much during an earthquake, NFPA 13 has, for many years, required the installation of sway bracing on mains and on large branch lines for those sprinklers systems that are being seismically protected. One of the few exceptions for lateral sway bracing is the idea that you can omit the lateral braces if you install the sprinkler piping very close to the ceiling. The philosophy is that the piping, when installed on very short rods, can't travel very far and can't build up very significant momentum to cause any serious stress on the hanging components. When the sprinkler piping is installed on very short hanger rods, damage in the lateral direction is limited; therefore, lateral braces are not needed.

This article will focus on how to determine how close the piping needs to be to the ceiling in order to omit the lateral braces from a system that is being designed to withstand an earthquake. This will certainly affect the length of the rods used to hang the piping, although we are going to discover that it is not the length of the rod alone that is important.

The 6-inch Rod Rule

In the 1996 and previous editions of NFPA 13, the standard specifically said, "Lateral sway bracing shall not be required on pipes individually supported by rods less than 6 inches long." This statement was in Exception No. 2 to section 4-14.4.3.5.10 in

the 1996 edition of the standard. Previous editions had similar language, although the section number changed as the earthquake protection rules were shifted around the document.

This version of the rule is extremely clear. The only concern is for the length of the rod. In fact, the rule is so well known within the industry that users gave it a shorthand name. They started to refer to it as the "6-inch Rod Rule." But users of NFPA 13 consistently asked two questions regarding the use of this rule, which led the committee to make modifications during the 1999 revision cycle.

The first question was whether the length of rod sticking up above the connection to the structure counted as part of the 6-inch measurement. There will be some amount of the rod that sticks up above the portion of the hanger that attaches to the building structure. This extra piece of rod serves no structural purpose. It is there because it is better for the fitter or fabricator to cut the rod a little longer than it needs to be rather than a little shorter. Extra rod can stick up above the attachment, but if a rod is too short, it either won't reach the sprinkler piping or it will pull the piping too close to the ceiling and the rest of the sprinkler system won't fit into the space correctly.

Unfortunately, some Authorities Having Jurisdiction (AHJ's) were counting the extra part of the rod above the attachment point as part of the length of the rod. This was making it difficult to keep the rods less than 6 inches long in order to use the

exception that allowed lateral braces to be omitted from the system. It was never the intent of NFPA 13 to count this extra piece of rod, but the standard was not clear on the subject (at least as far as some AHJ's were concerned) prior to 1999.

The second question was whether we should focus solely on the length of the rod for this rule. By focusing solely on the length of the rod, an object could be connected to the bottom of the rod, creating a distance much greater than 6 inches between the top of the pipe and the building structure supporting the pipe. This greater distance would allow the pipe to swing farther and create more momentum during an earthquake, which has the potential to cause greater stress on the rod and allow the sprinkler system to impact other objects in the building, even if the rod itself was limited to only 6 inches.

Starting with the 1999 edition of the standard, the committee made enough changes to this section so that we should have stopped referring to this concept as the "6-inch Rod Rule," but old habits die

>> CONTINUED ON PAGE 20



Kenneth E. Isman, P.E.

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

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hard in the sprinkler industry and we tend to use slang and incomplete terms that are sometimes not appropriate. This is one of those cases.

Changing the 6-inch Rod Rule

In the 1999 edition of NFPA 13, the rule was changed in order to address the two different questions that were discussed above. The new section (Exception No. 2 to 6-4.5.3) was changed to say, "Lateral sway bracing shall not be required on pipes individually supported by rods less than 6 inches long measured between the top of the pipe and the point of attachment to the building structure."

By adding the phrase, "measured between the top of the pipe and the point of attachment to the building structure," the committee believed that it was clarifying the standard to handle the two different questions discussed above. Unfortunately, the committee did not completely substantiate this change in the committee documentation. In the committee's defense, the NFPA regulations do not require the committee to substantiate every possible reason why they are making a change. The regulations simply require the committee to explain one reason why they believe that the change is necessary. If that one reason is sufficient to justify the change, there is no requirement to delve into the other reasons as well.

In preparation for this article, the author spoke with members of the committee during the 1999 revision cycle, and members of the committee since then that have addressed this issue in 2002, 2007, 2010 and 2013. In all cases, the members were unanimous in their interpretation that you cannot focus solely on the length of the rod to use this rule. You need to consider the distance between the top of the pipe and the point where you connect to the building structure.

In order to keep the distance from the top of the pipe to the point where the hanger connects to the building structure at a distance of less than 6 inches, then the rods need to be much less than 6 inches. So, the section makes sense from

that point of view. But many people are still referring to this rule as the "6-inch Rod Rule" and are omitting lateral braces from sprinkler systems (on sprinkler systems where seismic considerations are being enforced) where the rod is less than 6 inches long, but there is a much greater distance between the top of the pipe and the hanger attachment. This is not the intent of NFPA 13.

If your company's installation practice is to run the rod down to the top of the pipe to help avoid upward movement of the pipe, then you have nothing to worry about. The length of the rod in your case is the distance from the top of the pipe to the building attachment, so you are okay. But if your rod only goes down to the clevis hanger that supports the pipe, then, depending on the length of the rod and the depth of the clevis hanger, you may or may not comply with NFPA 13. In order to comply with NFPA 13, the total distance from the top of the pipe to the attachment to the building must be less than 6 inches.

Each of the editions to NFPA 13 since 1999 has contained this same language regarding the omission of lateral bracing on sprinkler systems that are designed to survive seismic events. Once this change was made, we should have stopped referring to this rule as the "6-inch Rod Rule." Instead, we should have changed our terminology to call this rule the "6-inch Rule" or the "6-inch Distance Rule". But unfortunately, the alliteration of

"6-inch Rod Rule" is too catchy for some people to give it up.

Attachment to the Building Structure

Since the change in the 1999 edition of NFPA 13, another fair question to ask is, "What is the point of the attachment to the building structure?" After thinking about the physics of the situation and the real problem we are trying to deal with, it would seem logical to define the "point of

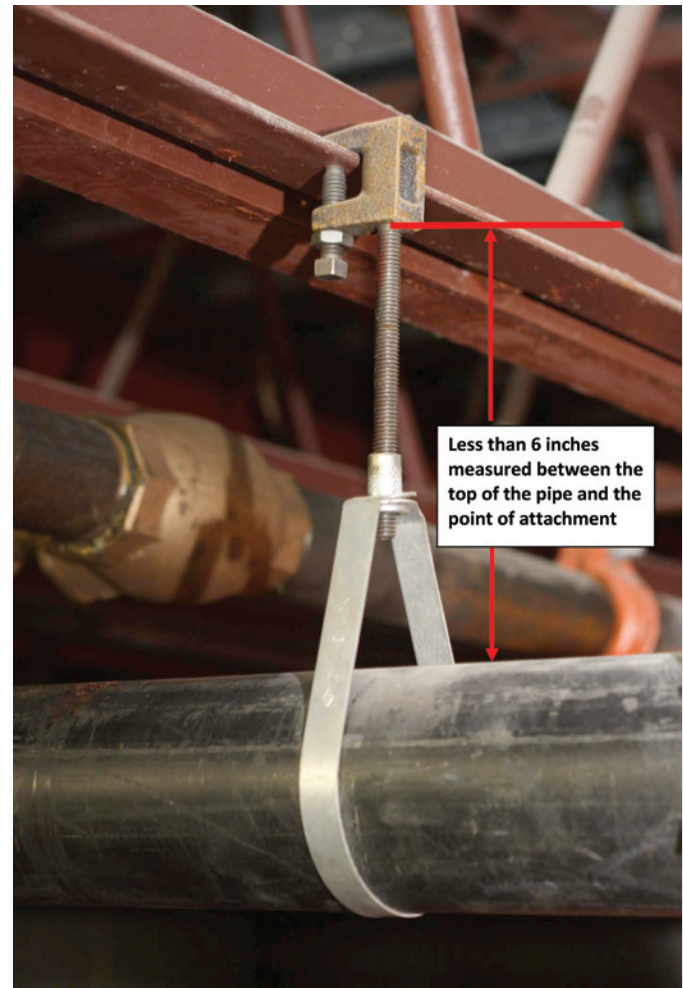


Figure 1

attachment to the building structure" as the point where the rod threads into the beam clamp.

The reason for this position is that the beam clamp will move with the building structural member during an earthquake. Piping (2-1/2 inches or larger) that is not laterally braced will sway during the earthquake, putting stress on the hanger

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rod right at the point that it connects to the clamp. The longer the distance to the pipe from this point, the more stress is put on the rod at that location. This is the stress that the committee was trying to minimize on large piping without lateral braces. The committee chose to minimize the stress by limiting the distance to 6 inches. This keeps the stress due to pipe movement at a reasonable level.

Consider Figure 1 (p.20, left) that accompanies this article. The rod is not threaded all the way down to the top of the pipe. The total distance from the point where the rod threads into the clamp for the structural member to the top of the pipe (shown in red in the figure) is supposed to be less than 6 inches in order to omit lateral braces from the sprinkler system piping if the user is required to comply with any edition of NFPA 13 since 1999. Note that the figure shows the point where the rod threads into the clamp as the "point of attachment to the building structure." Until such time as the committee votes on this issue, we believe that this is a reasonable definition.

There is no question that this is the intent of the NFPA Committee on Hanging and Bracing of water-Based Fire Protection Systems. However, the committee has not created language that conveys its intent as clearly as it could. By continuing to have the word "rod" in the section, the committee creates some ambiguity in the way that the standard is written.

The NFPA Committee on Hanging and Bracing will be meeting during the summer of 2013 to make its initial recommendations on the changes for the 2016 edition of NFPA 13. We hope that this section will be revised to clarify this concept. If not, we will have to wait until the 2019 edition to make a formal proposal to the committee itself.

But between now and when the standard is eventually clarified, users need to understand that it is the distance between the top of the pipe and the attachment to the building structure that counts, not just the length of the rod. In order to make the total distance less than 6 inches, the length of the rod also needs

to be less than 6 inches, but in the end, it is just the total distance that is intended to be the pass/fail criteria to allow the omission of lateral braces.

Rules for Restraint

Similar to the rules for lateral braces, the same language is in section 9.3.6.5 regarding the restraint of branch lines. Restraint is considered by NFPA 13 as a lesser form of keeping the piping from moving during an earthquake as compared to sway bracing. Since the pipe close to the ceiling can be exempt from lateral braces, it also makes sense that the pipe close to the ceiling can be exempt from restraint requirements.

When determining whether the pipe is close enough to the ceiling to eliminate the requirements for the restraint of branch lines, the same logic needs to be used. It is the intent of the committee that the distance between the top of the pipe and the point of attachment to the building structure be considered, not just the length of the rod for the hanger.

Longitudinal Braces

While pipe close to the ceiling does not need lateral braces, it still needs longitudinal braces. Even when you are installing the pipe so that there is a distance of less than 6 inches between the top of the pipe and the point of attachment to the building structure, and you are omitting the lateral braces, you still need to install longitudinal braces.

Summary

There is no longer a "6-inch Rod Rule" in NFPA 13. It is time that we changed our terminology to conform to the newer requirements.

If you wish to omit lateral braces on piping where the system is being designed to be protected against seismic events, you need to make sure that the total distance from the top of the pipe to the point of attachment to the building structure is less than 6 inches, regardless of the length of your rods. Ⓚ

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The Fire Sprinkler Guide - 2009 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. 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.

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How to Find Any Code Section – Fast

By Jeff Hugo, CBO

There is a specific organization to every code book or standard. Knowing how these codes are laid out will improve anyone's speed on finding the correct code section. Each organization that develops a code or standard has guidelines on how that code is produced. This article isn't a review of the technical requirements for putting together a code book, but rather some advice on how to find what you are looking for in a code book.

In this article we will go past the obvious or panicky methods of finding a code section. In the electronic version of a code, these methods use the search function of a word or phrase. In a code book, it is flipping through to the index for that key word. I'm not knocking these methods, I use them myself, but when one knows how to read a code book, there is a certain dignity one receives when finding the lost.

Here are 4 steps to improving your technique:

Step 1: Read the Book

Yes, read the book. The most obvious and best way to familiarize yourself with a text is to read it. If you are in the business of designing or installing fire sprinkler systems, you really need to read, from cover to cover, NFPA 13. If your business is inspecting, testing or maintaining fire sprinklers, then you really need to read,

cover to cover, NFPA 25. The point of reading the entire book is to get to know it better. Recognize who is on the technical committees, where the sections are, how the chapters are laid out and more. Read the entire book, but break it down into digestible sections. If you read it like a romance novel, you'll be disappointed and you won't retain anything. Take a chapter or two a month. Designate a half hour a day. Find a process or method that works for you, be prepared to take some jibs from co-workers and spouses, but read it from cover to cover. I repeat, read the book.

Step 2: Origin and Development of the Document

When you first open an ICC or NFPA document, it describes the development of the document. This text explains the edition, key new requirements in the standard or code, years of previous editions, development, adoption information, how to read the document, and other critical items. The most important part of this portion is the history of the document. Knowing how long the document has been available allows you to respond faster. How long has NFPA 13 been around? First edition of NFPA 13 is 1896. Where can you buy a synopsis of all the key changes of this new edition? You don't have to, it's in this section.

Another key portion of this step (for NFPA documents) is to view the technical committees. Look and see who was

involved in putting together the technical information for this edition. Any one of these people will know their portion of the standard very well and will usually have the history of the development of a section. You will notice NFSA's presence on many sprinkler related codes and standards. The presence of so many NFSA staff and members is what make the Expert of the Day (EOD) informal interpretation service to members so popular. However, that is for another day, this article is how to find a section all by yourself.

Step 3: The Table of Contents

When you know how the book is laid out, you'll improve your search times, period. If you ignore the first two steps (and many of you will), don't ignore this step; the table of contents. In fact, this is where you can spend some time recognizing the layout and memorizing the section numbers.

Nearly every NFPA document has the

>> CONTINUED ON PAGE 25



NFSA's Manager
of Codes

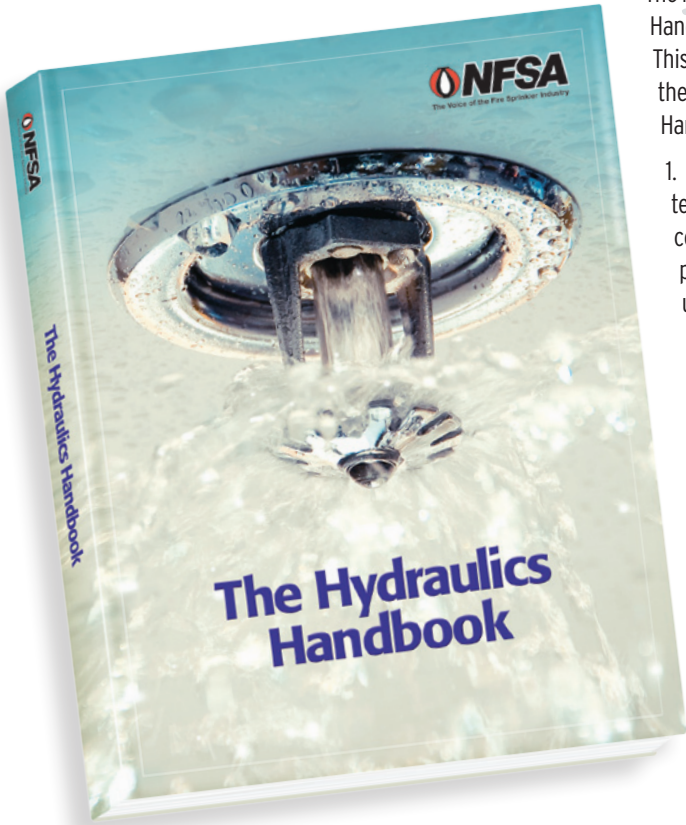
Jeff Hugo, CBO

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.**



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first four chapters laid out the same:

- **Chapter 1 – Administration.** This is the scope, purpose and application of the document.
- **Chapter 2 – Referenced Publications.** These are the other codes and standards that are referenced by this document.
- **Chapter 3 – Definitions.** Here are the defined terms by this standard. Other standards may have different definitions for the same terms.
- **Chapter 4 – General.** This chapter gives the general requirements for whatever the document covers, for example, NFPA 13 Chapter 4 applies to all sprinkler systems. Chapter 4 of NFPA 25 applies to every inspection, testing or maintenance function or application.

The remaining chapters in the NFPA codes and standards are technical and followed by appendixes. This is the meat of the book, where you'll spend the most time looking for that elusive code section. It is important to know how the remaining technical chapters are grouped. The technical chapters, in NFPA 13, are grouped in an order that comes natural in designing a system:

- **Chapter 5** – This chapter is alone in its own group. Chapter 5 classifies the hazard(s) the sprinkler system will protect and the determination of this chapter will be used in designing the system in future chapters.
- **Chapters 6, 7, 8, 9 and 10** – This is the group of installation requirements. While Chapter 10 isn't exactly in the logical spot for the order of installation a system it correlates and is the exact chapter 10 found in NFPA 24.
- **Chapters 11, 23 & 24** – These are the design chapters that detail the discharge requirements for sprinkler systems. The methods of designing a system, everything from density/area to hydraulic calculations are found here.
- **Chapters 12-22** – These chapters are for everything storage.
- **Chapter 25** – This is the place for re-

quirements on what tests to perform before putting the system in service and comes at the end of standard.

- **Annexes** – When a section is followed by an asterisk, such as 6.7.4*, there is a correlating section in Annex A (A6.7.4) that explains the main text. Other annexes can be material that explains test data, test methods, or other material that pertains to the system covered by the standard.

When you start looking into each chapter, you'll notice a pattern of how the most common or the most popular items are listed first in the chapter. This is done to help the user know where in the chapter to find an item. For example, what is the most common system installed? Wet pipe systems and they are listed first in Section 7.1. The second most common sprinkler system? Dry pipe systems and they are second, found in Section 7.2. It is natural to find wet pipe systems in the beginning of the chapter whereas an antifreeze system, not often installed, is later in the chapter.

Step #4: Understanding Section Numbers

Above we spoke on the chapters, but as any user of the code knows, there are sections, and sub-sections with numbers that can extend close to infinity. Every section has a title and what follows is criteria that addresses that title. For example in NFPA 13, Section 8.15.1 is for concealed spaces; Section 8.15.1.2 is for concealed spaces exempt from sprinklers; Section 8.15.1.2.3 through .18 addresses specifically constructed concealed spaces that are exempt from sprinklers. Sometimes these sub-sections stretch out a long way and it is easy to lose the intent of the charging or title section. It is important to follow a section number back to the closest title to make sure it addresses the situation correctly.

The makers of construction codes and standards try to make their code sections or numbers correlate across documents. For example, Chapter 10 of NFPA 24 is also the same Chapter 10 of NFPA

13. Another example is many chapters correlate in the IBC and IFC, such as Chapter 9 for fire protection systems.

It is common to find when the subjects match, the section numbers match also. A great example is in Chapter 8 of NFPA 13 for position, location and spacing of sprinklers. The general rules for all sprinklers are found in Section 8.5 and for specific style of sprinklers in Sections 8.6 - 8.10. When you start looking for specific requirements, for example; the minimum distance from walls you would start in Section 8.5.3.3. The section may then modify depending on the sprinkler used. If you use a standard pendent (Section 8.6), the minimum distance from walls would be found in 8.6.3.3. For standard spray sidewall sprinklers, Section 8.7.3.3. For extended coverage pendent sprinkler, Section 8.8.3.3 and so on.

Another great example on how the section numbers correlate within a document is in NFPA 25. This is one of the easiest to memorize and will get you fast results. All of the systems chapters (Chapters 5-12) are separate chapters, such as sprinklers in Chapter 5 and standpipes in Chapter 6. Within the chapter they have nearly the same section numbers. The inspection requirements are located in X.2, testing requirements in X.3, maintenance requirements in X.4 and the component actions in X.5. So if someone asks you when to test a standpipe system you can automatically go to Section 6.3. What about the maintenance of a water tank? Section 9.4.

These four steps will help you with any code book. Even if you don't use a particular standard often, what you learn here in Steps 2-4 will greatly increase your ability to find that for which you look. Be observant and your time spent looking in the book will be shorter and more precise.

To many, reading code books is not the pinnacle of the day, or on their best sellers list. But, at the end of the day it is the code book that will make you or break you. Knowing the code book better than your competition helps you make more money and helps you in solving conflicts with AHJs. Every contractor wants that. 🙏

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Residential Fire Sprinkler Contractor Accreditation

A Giant Step towards Excellence!

By Buddy Dewar

Three companies that successfully completed the beta test of the Residential Fire Sprinkler Contractor Accreditation program were presented awards by The Center for Public Safety Excellence (CPSE). The accreditation program is modeled after the self-assessment accreditation of the Commission on Fire Accreditation International (CFAI) that evaluates the performance of local fire departments. NFSA is proud of the dedicated efforts of its member companies to achieve the first Residential Fire Sprinkler Contractor Accreditation.

The presentation of plaques took place during the CPSE annual Awards Dinner in conjunction with the Fire-Rescue International Conference in Chicago, on August 15, 2013. NFSA Vice President of Regional Operations Buddy Dewar assisted with the presentation of the certificates.

The first three residential sprinkler installers to achieve accreditation are:

1. U.S. Alliance Fire Protection (USAFP) of Lake Forest, Illinois
2. Standard Automatic Fire Enterprises of College Station, Texas
3. Fire Tech Systems Inc. of Shreveport, Louisiana

Ruben Grijalva, former Fire Chief and California State Fire Marshal chaired the Technical Development Committee that designed the forms and procedures for the program. He summarizes the Residential Fire Sprinkler Contractor Accreditation program as "contributing to saving lives and property by assuring that the quality of installation of residential fire sprinklers in single family dwellings remains high. Home buyers, as well as developers, need to rely on quality work from their contrac-



Jamie Reap from USAFP proudly displaying the CPSE Accreditation recognition plaque.

tors, especially when it comes to the life safety features of a home. Contractors who receive this accreditation will benefit by being able to provide local fire department plan checkers and their customers with quality assurance based on a third-party nationally recognized process."


Accredited companies are evaluated in several categories:


- Governance and Administration
- Assessment, Planning, Goals
- Services Provided
- Physical Resources
- Human Resources
- Occupational Health and Safety/Risk Management
- Employee Training
- External Relationships

"Providing quality customer service is key to market development," said Chad Huennekens, USAFP. "We are very proud of the efforts of Jamie Reap and the USAFP Team in being the first CPSE Accredited Residential Fire Sprinkler Contractor," Chad continued.

The Residential Fire Sprinkler Contractor Accreditation Program assures homeowners, state and local regulators and advocates for fire sprinklers in single-family dwelling structures that installations are completed by competent, professional companies who provide adequate training for installers and ensure the quality of their work.

"The Residential Fire Sprinkler Accreditation program raises the bar ensuring quality installations in residential occupancies," said Buddy Dewar. "This should bring stability in the emerging single-family home market as NFSA promotes the Accreditation concept across the nation."

The National Fire Sprinkler Association will provide training for installation contractors to help them meet the Accreditation standard of care. 

The National Fire Sprinkler Association will provide training for installation contractors to help them meet the Accreditation standard of care. 



NFSA Vice President of Regional Operations

Buddy Dewar

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What Happened in the First Half of 2013 and What Might We Expect Moving Forward?

Summary: Economists' report that the economy continues to recover; the path forward should get less bumpy and exhibit smoother growth as time passes. Future growth is expected to be slow. For example, the economy is growing at less than 2% p.a. as opposed to at least twice that, the norm for past recoveries. Energy and technology are likely to continue to lead as we move forward with other industries contributing more as the economic recovery widens. Evidence that the economy is more-healthy than it was at any time since before the recession:

- Non-Farm employment continues to expand. July marked the 34th consecutive month of employment gains. The private sector is leading the way with 41 straight months of gains, whereas the government workforce declined 27 out of the last 38 months.
- Construction put in place is growing for all industry segments except government, and private segments - religious, amusement & recreation, and communication
- The housing industry is growing and it is expected to continue to grow
- Industries dependent on housing are again growing
 - Truss manufacturing is growing especially up and down the coasts. Wall board manufacturers' production is stabilized to growing again.
 - USG Corporation, the largest wall-

board manufacturer, noted that as the construction of new housing grows, lagging behind it will be the filling out and broad-based growth of non-residential construction.

- The AIA architectural index was up a full point to 52.7 in July 2013 over June and nationally it has been over 50 points for 10 of the last 12 months
- Building, and separately non-residential construction employment is estimated to have increased through August 2013, and is trending upward since the bottom in 2011. There are 7 months of consecutive employment increases in 2013, 2012 was a roller coaster.

The likely future for fire protection contracting is expected to be slow and uneven growth moving forward in the short to medium term. Building construction growth, as usual, is expected to mirror demand first, whose major contributing factors are industry/employment and demographic growth, and second, the rhythm of economy with its ups and downs. Building construction in selective large cities is expected to continue to lead. In other cities, suburban and rural areas across the nation, expect that as rents rise and more absorption of empty spaces and/or destruction of empty spaces occur, the return of broader based office and commercial building construction should follow. In addition to its own unique environment, a significant difference between this recovery and others in the recent past continues to be reduced

or no debt financing to support speculative and building construction in general. The conditions required to secure outside non-governmental investment and financing are a balance sheet with the capacity to pay for the construction and ongoing support of a structure even if it remains unutilized when complete, or a building that is 85% or more pre-leased.

The Blow by Blow/Semester on Semester Discussion:

Construction value put in place statistics are estimated and composed monthly by the US Census Bureau. Those statistics have two broad segments classified by ownership during the construction: public and private. Within each of those broad segments are sub-segments and categories under some of the sub segments. A review of the statistics for the first half of 2013 revealed that the value put in place of public construction is now in decline and has been since 2010 (This segment provided growth and a countervailing force to the declining private construction

>> CONTINUED ON PAGE 30



Managing Director,
CB Partners LLC

Greg Coggiano

>> CONTINUED FROM PAGE 29

market through 2009 and part of 2010). Only two segments of public construction grew in the first six months of 2013 compared to the same period in 2012. They were transportation, and power construction. Transportation grew 16% and power (electric for the most part, and oil & gas) by 28%. Each of these segments declined in each of 2011 and 2012 compared to the same period of the previous year. All other segments of public construction declined in 2011, 2012 and 2013 compared with the first semester of each year prior.

During the first half of 2013, the value put in place for private construction is estimated to have grown by 11% in total dollar volume (estimated \$289 billion) compared with the same period volume for 2012 (estimated \$261 billion). Private construction is again driving the growth in construction across the nation.

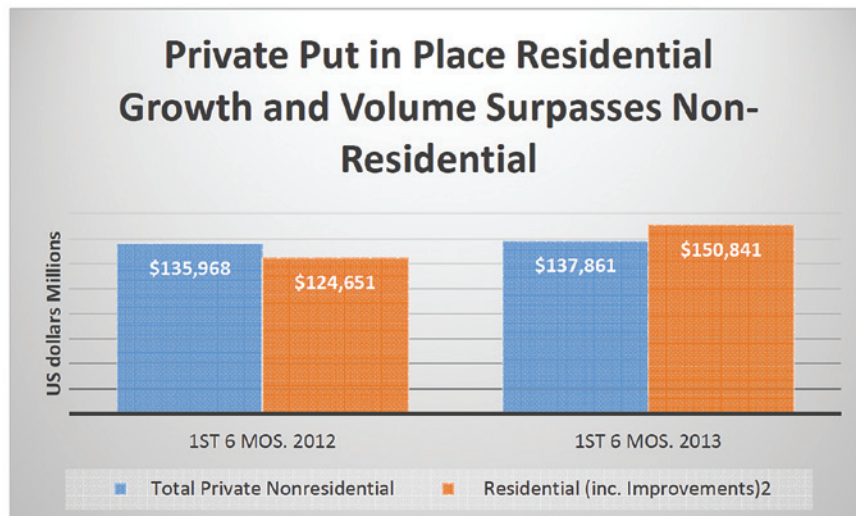
Some of the contributing factors that appear to be facilitating the growth in private construction are:

- An expanding economy: Consumption and business investment are both growing nicely (Consumer spending representing about 70% of the US economic activity increased in 45 of the 50 months; Industrial production index rose 37 of last 48 months since bottoming in June 2009, CRE investment is strong and so is business investment in offices and factories)
- Employment growth in the following industries
 - Energy
 - Technology
 - Automotive
- Uneven distribution of employment growth which is creating concentrations of demand in select cities and regions in the country
- A newly emergent demand for residential housing
- Select availability of financing
 - Unrelated investor equity and lender financing for primarily non-residential building construction and residential projects that are pre-leased
 - Equity financing by owners in non-residential and residential buildings
 - Balance sheet lending for build to suit by major banks and insurance companies to primarily non-residential building construction
 - Government sponsored enterprise financing (GSE) for residential construction

There is some speculative building construction taking place in select cities where demand is clearly outstripping supply but it is not mainstream.

By far, the greatest growth of the two segments that compose private construction was experienced by the residential segment. As a category, private residential was 21% greater in total dollar volume compared with the first six months for the same period in 2012. Private non-residential, the second of the two private construction segments, dollar volume put in place was essentially flat with 0% change. (see figure 1)

FIGURE 1



>> CONTINUED ON PAGE 31

Within the private residential category, while new construction put in place of single family homes had solid volume increases over the same period of 2012 (from \$57 billion to \$76 billion in 2013, an increase of 33%), the continued expansion of private multifamily is the meaningful contributor to the bottom line of fire protection contracting companies in the areas of the country where multi-family is growing. Improvements exhibited no growth for the period.

Multifamily grew in \$ volume from approximately \$9.7 billion to \$14.9 billion, an increase of 53% over the same period of 2012. What's more, however, multifamily average growth seems to have an expanding trend. (see figure 2)

FIGURE 2

	Total 1 st Six Months % Δ 2008 to 2009/ \$ volume in MM 2009	Total 1 st Six Months % Δ 2009 to 2010/ \$ volume in MM 2010	Total 1 st Six Months % Δ 2010 to 2011/ \$ volume in MM 2011	Total 1 st Six Months % Δ 2011 to 2012/ \$ volume in MM 2012	Total 1 st Six Months % Δ 2012 to 2013/ \$ volume in MM 2013
SF	-52%	15%	0%	15%	33%
	\$47,598	\$54,563	\$49,659	\$57,136	\$76,121
MF	-25%	-55%	0%	40%	53%
	\$17,009	\$7,584	\$6,920	\$9,702	\$14,888

The growth in multifamily has been driven by two factors: available financing and demand.

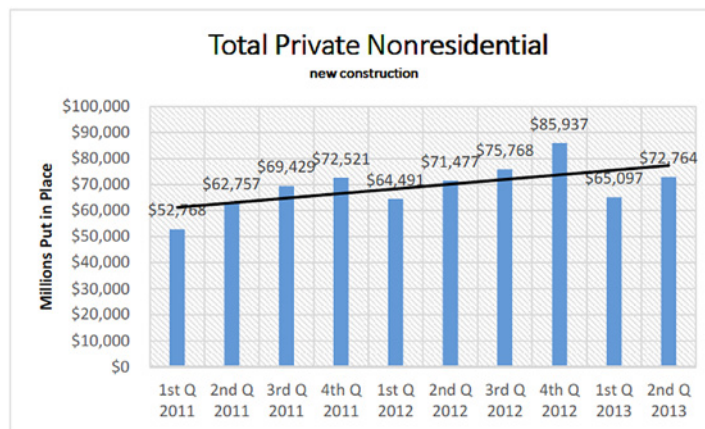
- Availability of affordable financing is a key factor driving the growth of multifamily. The principal financiers of multi-family construction have been GSEs such as Fannie Mae and Freddie Mac. Jones Lang LaSalle (“JLL”) reports that as much as 65% of all originations were financed by GSEs. Multifamily loan to value ratios by the GSE’s are believed to be 85% according to JLL. Other lenders in the mix to a lesser extent are life insurance companies and balance sheet lenders.
- Demand has been driven by three segments of the population, empty nesters and retirees, echo boomers/Millennials (children born in the 1980’s and 1990’s, mostly children of the baby boomers), and displaced former homeowners. Real estate research firms expect empty nesters and the echo boomers/Millennials to drive rents and new space absorption through 2020. It may be a challenge to continue the rate of expansion experienced in the 1st six months of 2013 compared to 2012.

The highest growth construction markets for multifamily are and might continue to be those areas with growing employment, expanding population bases and areas with housing shortages. Employment growth is being driven, on a region specific basis, for the most part by energy, technology, automotive to a lesser extent and the budding revitalization of the single family construction market. The top markets for multi-family according to JLL are:

- Boston
- Chicago
- Houston
- Dallas
- Austin
- New York City
- LA & Orange County
- San Francisco
- San Jose
- Seattle
- Washington DC
- Atlanta
- Phoenix
- South Florida
- San Diego

While private non-residential construction expansion for the 1st six months of 2013 (\$137,861mm) was essentially flat with that of 2012 (\$135,968mm) due to the +/- 5% margin of error in the statistics, the overall trend since the market's bottom is positive. (see figure 3)

FIGURE 3



>> CONTINUED FROM PAGE 31

Private non-residential construction is divided into the following 11 broad segments, which had put in place \$ volumes as detailed and performed as noted: (see figure 4)

	Private Non-Res Construction by Segment	Total Volume First 6 Mos. 2013 \$ millions put in place	% of Total Priv. Non-Res.	% Δ Total Six Months 2012 to 2013	Trend since Market Bottom, % Δ Q1 2011 to Q2 2013
	Total Priv. Non-Residential	\$175,861	100%	*1%	Positive, 38%
1	Lodging	\$6,342	5%	26%	Positive, 68%
2	Office	\$14,067	10%	9%	Positive, 43%
3	Commercial	\$21,134	15%	*4%	Positive, 45%
4	Health Care	\$14,697	11%	*-4%	Positive, 15%
5	Educational	\$8,092	6%	*1%	Positive, 57%
6	Religious	\$1,713	1%	-7%	Negative, -8%
7	Amusement & Recreation	\$2,771	2%	*0%	Negative, *5%
8	Transportation	\$5,039	4%	*1%	Positive, 43%
9	Communication	\$7,037	5%	-14%	Negative, *-2%
10	Power	\$33,714	24%	*-3%	Positive, 41%
11	Manufacturing	\$22,477	16%	*5%	Positive, 58%
* Means that the Δ is insignificant/without meaning as the estimated margin of error in the statistics is +/- 5%.					

FIGURE 4

Lodging:

Lodging construction, which represented approximately 5% of total \$ amount put in place of private non-residential construction (PNR) (as defined by the US Census Bureau) for the period ending 6/30/13, has been performing well since the market's bottom and had 26% more dollar volume of completions in the first half of 2013 compared with 2012. The growth in consumption and business investment have had a very positive impact on the lodging industry as they are the two sectors of the economy that are the most responsible for the health and well-being of lodging according to lodging industry experts. The US hotel industry is forecast to achieve strong gains in revenue and profits in 2013. Lodging occupancy increased 2.1% in 2013. While lodging industry growth is forecast to be lower in 2013 compared to 2012, lodging construction increases seem likely to continue as the industry reported that the increase in demand for lodging of 1.8% is currently outstripping the increase of supply of 0.8%.

Office:

Office segment of construction represented approximately 10% of PNR. It grew 9%, 1st semester 2013 over the same period of 2012. Its growth is forecast to continue. The office segment is divided into two categories: General and Financial. General constitutes offices for administration; computer centers; office buildings, professional buildings; motion picture, television, and radio offices but does not include healthcare, and manufacturing offices at the location of a factory. General office construction has trended positively since the market's bottom and increased 11% in the first semester of 2013 over the same period of 2012. The Financial office category was down 7% 2013 over 2012. It extended its negative trend which began in November 2008.

The pattern of growth of the office segment thus-far has been very similar to the growth in multi-family. It has been centered in selective major metropolitan areas that have experienced employment growth. The factors influencing growth are once again demand and available financing. Offices are being constructed where there is demand for them. But limited financing may be the principal contributing factor for why the growth of this segment and other private non-residential construction segments have been less than the growth of multi-family construction. Multifamily is relying for the most part on GSE, a more abundant source than private financing. GSE financing is not believed to be available to anything but residential construction. Private financing has been for the most part from life insurance companies, balance sheets, balance sheet lenders and other private investors. To obtain financing, the project must either stand on its own or be based on the balance sheet that is backing it.

JLL predicts that growth of office sector (all offices not just those in the definition above) should continue for the balance of 2013 and all of 2014. The growth and expansion of the sector should

>> CONTINUED ON PAGE 33

broaden to include more cities in more locations and eventually the suburbs in those cities as employment broadens to more industries other than energy and technology which have been, for the most part, the drivers of employment thus far. That firm also predicts that, during this upcoming period, the balance of power may shift from that of the tenant to that of the landlord, especially in rising phase depicted below. The implication is good for construction as when the balance shifts to the landlord it signifies that demand is outpacing supply and new construction growth may therefore increase.

For the balance of 2013 & 2014, the areas of the country with the highest probability of construction and construction growth including speculative office construction growth which is now occurring (in the Peaking Phase) according to JLL are:

- Houston, San Francisco, Seattle
- Silicon Valley

Cities with the highest probability of rising (Rising Phase) rents (implying a good atmosphere for construction growth) and maybe the beginnings of speculative construction in a short period of time are in order of probability of growth (#1., the highest likelihood of growth) according to Jones Lang LaSalle:

1. Austin, San Francisco Peninsula
2. Dallas
3. Denver
4. Boston, Pittsburgh, Indianapolis
5. New York, Orange County, Richmond
6. Miami; the broader USA excluded from the Bottoming Phase (*There are 21 specific areas in the Bottoming Phase.*)
7. Atlanta, Minneapolis, Portland, Oakland-East Bay, Philadelphia, San Antonio
8. Los Angeles, San Diego, Sacramento

Commercial:

The Commercial segment represented approximately 15% of PNR, or \$21bn for the semester ending 6/30/13. While the trend of this segment is positive, up 45% since the market's bottom in the 1st quarter of 2011, after the initial pop after the bottom to the end of the 3rd Q 2011, construction activity is best characterized in most categories as a roller coaster ride up and down with no consistent direction. The Commercial segment consists of automotive retail and service, food & beverage, multi-retail, other commercial which includes specific retail not in multi retail settings, warehousing, and farm construction. (see figure 5)

FIGURE 5

Private Commercial Construction *4% Δ 1 st semester over 1 st semester 2013 vs. 2012, \$21 billion put in place 1 st Semester 2013							
7 categories with positive semester on semester growth				6 Categories with flat or negative semester on semester experience			
Sub Segment	Category	% Δ Total Six Months 2012 to 2013, \$ amount billions	Trend since Construction Market Bottom, % Δ end of Q1 2011 to end of Q3 2011; % Δ from the end of Q3 2011 to the end of Q2 2013	Sub Segment	Category	% Δ Total Six Months 2012 to 2013, \$ amount billions	Trend since Construction Market Bottom; % Δ end of Q1 2011 to end of Q3 2011; % Δ from the end of Q3 2011 to the end of Q2 2013
Automotive	Parts/ Service	11%, \$0.8	Mixed, 75%; -33%	Automotive	Sales	-9%, \$1	Positive, 32%; 2%
Food/Bev	Food	22%, \$1.4	Positive, 67%; -17%	Automotive	Parking	-31%, \$0.2	Mixed/Neg., 6%; 5%
Multi-Retail	Shopping Malls	7%, \$1.2	Positive, 97%; -11%	Food/Bev.	Dining/ Drinking	-13%, \$0.9	Positive, 21%; 3%
Other Commercial	Building Supply	42%, \$0.3	Mixed, 82%; -33%	Multi-Retail	General Merchan.	-24%, \$1.5	Mixed/Neg., 46%; -17%
Other Commercial	Other retail	54%, \$1.2	Positive, 78%; 12%	Multi-Retail	Shopping Center	*-3%, \$3.8	Positive, 16%; 23%
Warehouse	General Comm.	17%, \$3.4	Positive, 48%; -1%	Other Commercial	Drug Stores	-13%, \$0.3	Mixed/Neg., 41%; -15%
Warehouse	Mini-Storage	104%, \$0.3	Positive, -19%; 167%				

* Means that the Δ is insignificant/without meaning as the estimated margin of error in the statistics is +/- 5%.

Regionally speaking commercial construction activities are most prominent in areas where employment activity is the strongest, and therefore there are incomes to support growth. In those areas rents are climbing for multi retail and shopping centers, existing warehousing is filling or full and build to suit plus speculative construction is taking place and building steam. Select major cities are leading the pack in this segment with associated suburbs following. Construction activity in this segment is strengthening as employment gains ground.

In terms of structures, the biggest structural need appears to be big box warehousing and distribution facilities that support major population centers as most of these have demographics that are growing disproportionately more than rural and suburban areas not in locations to support growing population centers. JLL reports that 60% of the big boxes being constructed as of the end of the first quarter 2013 were pre-leased. Due to that high percentage of pre-lease to total square foot constructed, JLL forecasts that more construction of big box distribution may be needed to supply demand that may not be satisfied with the amount under construction. Companies that have demand for space where no suitable space is available are doing one of three things: 1, moving to Class B space; 2, moving to Class A space that is further than they might like from the gateway market, or; 3, building to suit.

On the retail side, rents are still falling on a national level but there are some markets, again mostly select major cities, experiencing growth in rent and space needs. Most of the structural need appears to be in the area of shopping centers for large retailers; outlets centers are also growing. Look for construction growth in build to suit as well as some speculation as select major cities continue to recover and grow in employment across broader industries than just technology and energy. Construction growth will continue to lag in suburban areas where technology and energy are scarce. As the housing market recovers more and more rural and suburban areas will fill existing space and construction activities should resume.

Health Care:

This segment represented 11% of PNR in the first six months of 2013, \$14.7 billion. 67%, 22% and 11% of the total of the segment are respectively consisting in hospital, medical buildings and special care facilities construction. Hospital construction while by far the largest component of the mix has not been growing as a percentage of the total. Hospital construction peaked in 2007. Medical buildings on a national basis are a growth area and should continue to be for some time as Obama care becomes more permanent in the fabric of the system. Indeed, medical building construction grew 45% since the market bottomed in Q1 2011. The volatility in this area has been less of a roller coaster than in other categories and might continue to show consistency in growth in the near term presumably because:

- Obamacare in its effort to reduce healthcare costs has backed the concept of Accountable Care Organizations (ACOs) in which both primary physicians/dentists/other medical professionals ("Healthcare Providers") and hospital systems are accountable to both the patients and the payor (medicare and medicaid for the most part) for both reducing costs and increasing the quality of care. Thus consolidation of Healthcare Providers with hospital systems is occurring to form ACOs in an effort to achieve higher quality of service provision and care, and reduce costs of care over time. The result, in part, is growth in medical building construction to provide the consolidated service.
- Health care exchanges are slated for construction by state and/or federal funding

With regard to special care, this area has been and should continue to be a growth area for construction as it is the category with assisted living, nursing homes and other health care facilities that treat and will treat the aging baby boomers, 80 million people or 25% of the US population.

Educational:

This segment represented 6% of PNR for the first six months of 2013, \$8.1 billion. The segment consists of 8 categories. Each of the 8 categories is trending positively and experienced growth since the bottom of the recession. Below is a table listing the categories and what each represents as part of the whole. (see figure 6 next page)

From the statistics above it would appear that, the growth in secondary/primary educational instruction may have run its course for this economic cycle but that in the area of post-secondary, upgrades and new dormitories and Sports complexes, may still be on an upswing for the time being. One questions how much more expansion/construction of post-secondary facilities will be needed in the future other than repair, given that the Millennials (children born from 1980 to 2000, 86mm people 6 million larger than the baby boomer count, and the US's largest generation of people ever to flow through post-secondary education facilities) college period, young people with ages from 17 to 37, will shortly come to end.

FIGURE 6

Private Educational Construction Segment, \$8.1 billion, 1 st semester 2013, Δ 57%				
Sub-segment	Category	Amount \$ mm, % of total	Trend since Market Bottom	% Δ end of Q1 2011 to end of Q3 2011; % Δ from the end of Q3 2011 to the end of Q2 2013
Pre-school		\$244, 3%	Positive	122%, 15%
Primary/secondary		\$1,369, 17%	Positive	12%, 0%
Higher Education		\$5,154, 64%	Positive	49%, 16%
	Instructional	\$2,532, 31%	Positive	49%, 4%
	Dormitory	\$1,718, 21%	Positive	51%, 50%
	Sports Complex	\$415, 5%	Positive	13%, 37%
Other Educational		\$1,125, 14%	Positive	14%, 33%
	Gallery/Museum	\$703, 9%	Positive	4%, 5%

Religious:

Construction spending in this segment has been declining since 2001. In the first semester of 2013 it experience much of a resurgence of construction spending in the near term due to the fact that the economy is still recovering from recession; incomes while going up, are for the most part lower than pre-recession levels for much of the population as those joining the workforce are earning less than those that were laid off; congregation growth is not apparent for the time being. According to the Pew institute, the Millennials as an age group, are the least inclined of any age group to have strong religious affiliation. Contributions are declining. Banks are for the most part not funding construction.

Amusement & Recreation:

This segment represented about 2% of total private non-residential spending as of 6/30/13, or \$2.8 billion. The segment as a whole declined about 18% since the initial construction spending pop (ending the end of the 3rd Q of 2011) after the floor of the recession. Theme park construction is down 58% since the end of the 3rd Q of 2011. The three bright spots in this segment are fitness centers, increasing 27% since the end of the 3rd Q 2011, Sports Centers increasing about the same, and movie theaters which is up a solid 20%. Based purely on demographics, the Millennials' spending on health, recreation and fitness should be a strong driver to increasing construction on these categories moving forward. This should be the case, especially in major cities where employment is on the rise for young people that graduated college in recent years.

Transportation:

Transportation represented about 4% of total private non-residential construction spending in the first 6 months of 2013 or \$5 billion. 90% of construction is on land based facilities and the balance is air. Construction put in place in this segment, similar to other segments, normalized after the end of the 3rd Quarter of 2011 after bottoming in the 1st Quarter 2011. Since that time construction on Air is up 64% and land based transport construction is flat with no growth. Moving forward, we envision land based construction to increase as moving oil and gas by rail increases (since pipeline construction is politically difficult to obtain approval), and efficiency improvements such as intermodal transport terminals and the like are increasingly put in place.

Communication:

This represented about 5% of PNR in the first 6 months of 2013, or \$7 billion. Communication construction spending put in place (Includes telephone, television, and radio, distribution and maintenance buildings and structures) has had a negative trend since 2009 when put in place was \$9 billion for the first six months.

Power:

This represented about 24% of PNR in the first 6 months of 2013, or \$34 billion. \$26 billion of the \$34 billion or 77% of the total put in place is electric power generation and distribution construction installations. The balance, 23%, is natural gas and oil construction spending (this includes buildings & structures for distribution, transmission, gathering, and storage of crude oil, and natural gas). Both categories have shown healthy increases since the bottom of the recession to the end of 2012, but, spending for the first six months of 2013 compared to that of 2012 in each category is relatively flat, no growth.

Manufacturing:

Construction spending put in place for this segment represented about 16% of PNR in the first 6 months of 2013, or \$23 billion. As one can see from the chart below, manufacturing is tracking about 5% higher than 2012, but that difference is not statistically significant and may not exist at all due to the margin of error in the estimates. So PNR construction put in place as a whole for manufacturing may be the same this year as it was last year. (see figure 7)

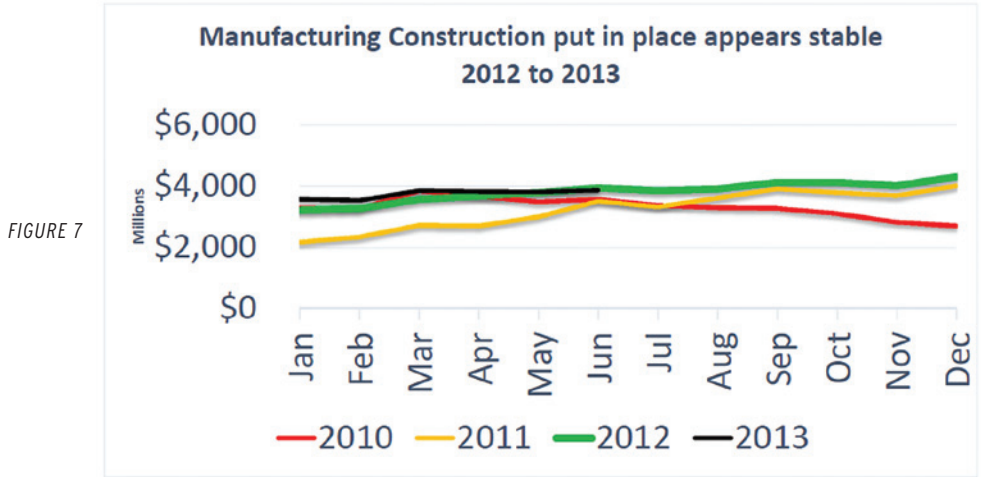


FIGURE 7

That fact should not be surprising because demand from overseas in markets like Europe and Asia has been tapering for some time with result of manufacturing employment growth slowing. See graph below. From January 2010, the lowest manufacturing employment number at the bottom of the recession, employment growth per month fluctuated around 150k to 200k. Beginning in July 2012 that growth number began falling. The year over year employment growth for July 2013 compared with July 2012 was estimated at just 18,000. (see figure 8)

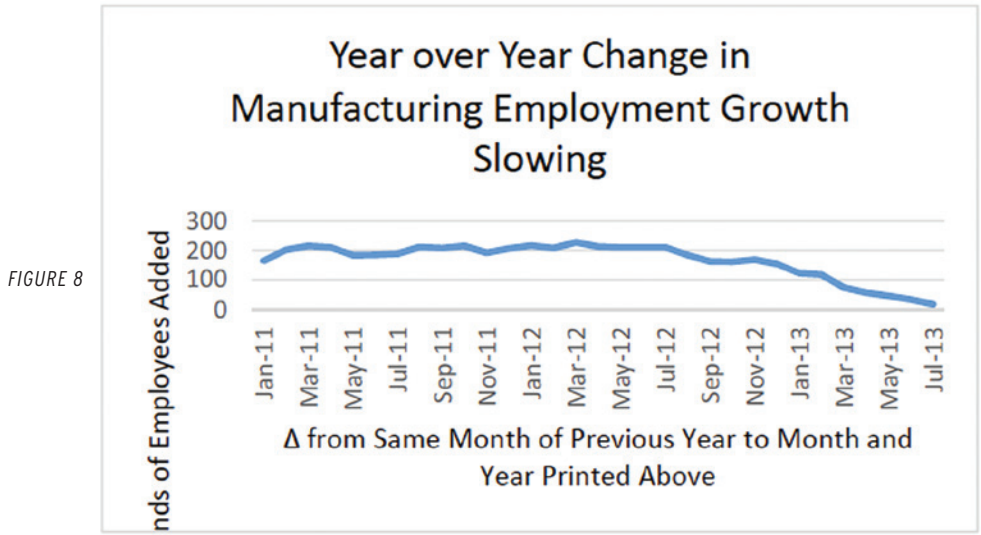


FIGURE 8

Which areas of manufacturing has construction growth and which do not? Throughout the great recession computer manufacturing construction put in place grew consistently and was one of two engines that made a difference across the nation. That appears to have changed and has declined since the end of 2011. That decline is continuing signaling that there may be enough capacity in the manufacturing of computer equipment for the time being. (see figure 9, next page)

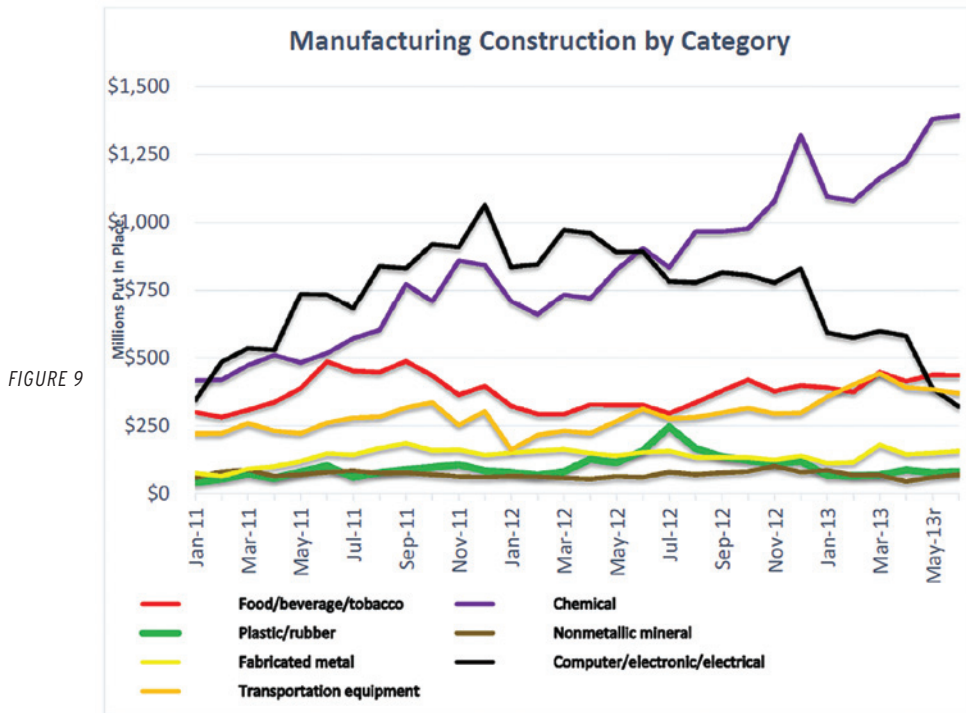


FIGURE 9

Unremarkably though, that decline in the construction put in place number correlates very positively with the decline in year over year employment in computer/electrical/electronic manufacturing, not merely a decline in growth. Similarly, the increase in month over month employment growth in chemical manufacturing tracks well with the increase in construction put in place for chemical manufacturing. The graph below when compared to the chart above is very demonstrative of that. Construction growth/decline lags the change in employment by about 3 months in both these cases. The other industries appear stable in terms of construction put in place. (see figure 10)

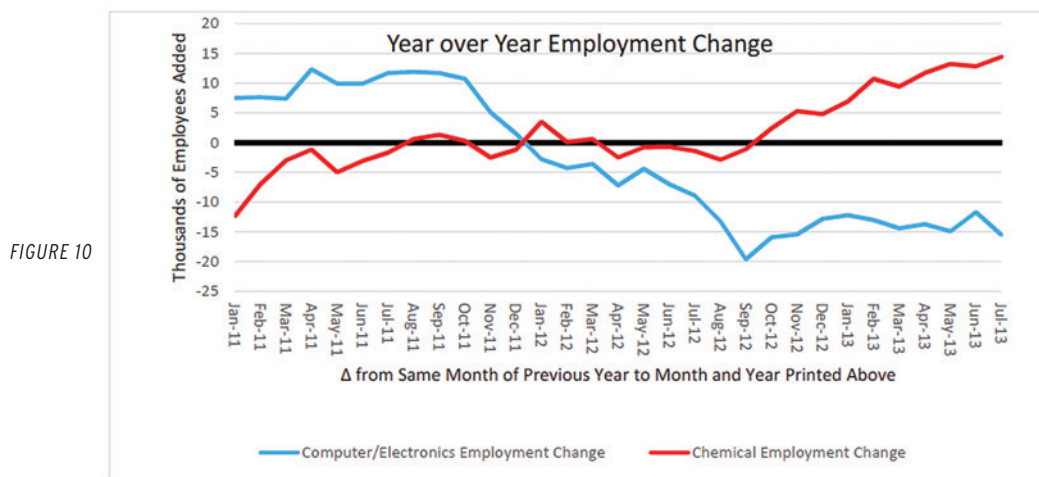


FIGURE 10

Summary and forecast moving forward:

Economists' report that the economy continues to recover; the path forward should get less bumpy and exhibit smoother growth as time passes. Future growth is expected to be slow. For example, the economy is growing at less than 2% p.a. as opposed to at least twice that, the norm for past recoveries. Energy and technology are likely to continue to lead as we move forward with other industries contributing more as the economic recovery widens. Evidence that the economy is more-healthy than it was at any time since before the recession:

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- Non-Farm employment continues to expand. July marked the 34th consecutive month of employment gains. The private sector is leading the way with 41 straight months of gains, whereas the government workforce declined 27 out of the last 38 months.
- Construction put in place is growing for all industry segments except government, and private segments - religious, amusement & recreation, and communication
- The housing industry is growing and it is expected to continue to grow
- Industries dependent on housing are again growing
 - Truss manufacturing is growing especially up and down the coasts. Wall board manufacturers' production is stabilized to growing again.
 - USG Corporation, the largest wallboard manufacturer, noted that as the construction of new housing grows, lagging behind it will be the filling out and broad-based growth of non-residential construction.
- The AIA architectural index was up a full point to 52.7 in July 2013 over June and nationally it has been over 50 points for 10 of the last 12 months
- Building, and separately non-residential construction employment is estimated to have increased through August 2013, and is trending upward since the bottom in 2011. There are 7 months of consecutive employment increases in 2013, 2012 was a roller coaster.

The likely future for fire protection contracting is expected to be slow and un-even growth moving forward in the short to medium term. Building construction growth, as usual, is expected to mirror demand first, whose major contributing factors are industry/employment and demographic growth, and second, the rhythm of economy with its ups and downs. Building construction in selective large cities is expected to continue to lead. In other cities, suburban and rural areas across the nation, expect that as rents rise and more absorption of empty spaces and/or destruction of empty spaces occur, the return of broader based office and commercial building construction should follow. In addition to its own unique environment, a significant difference between this recovery and others in the recent past continues to be reduced or no debt financing to support speculative and building construction in general. The conditions required to secure outside non-governmental investment and financing are a balance sheet with the capacity to pay for the construction and ongoing support of a structure even if it remains unutilized when complete, or a building that is 85% or more pre-leased. ①



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Dealing with Authorities Having Jurisdiction

Ask any contractor, what is the most frustrating aspect of most projects and the answer will inevitably be; dealing with the Authority Having Jurisdiction (AHJ). Pose the same question to the AHJ and the answer is usually dealing with the contractor. The nature of the relationship between the contractor and the AHJ, in far too many cases, is adversarial, but does it have to be?

The roles of the contractor and the AHJ are different but can be complimentary. The goal of the contractor is to make a profit while performing a service that achieves the goals of the owner while meeting the requirements of all applicable codes and standards. The AHJ is tasked with ensuring that all work meets the requirements of the applicable codes and standards. The goals of these two parties are not necessarily in conflict and if handled properly, this working relationship can be a benefit to all parties involved in the project.

In the Spring 2005 edition of **SQ** (then called *Sprinkler Quarterly*), Ken Isman wrote an article titled "Sprinkler Contractors and AHJ's". This article concentrated on 10 suggestions for AHJ's on dealing with plan review and the fire sprinkler contractor. This article aims to flip that emphasis to 10 suggestions for fire sprinkler contractors to ease the review process with the AHJ.

The following list is based upon discussions with various authorities having jurisdiction and contractors and will highlight

the top ten suggestions for successful plan reviews of the contractor's submittal package.

1. Submit clear and complete working plans and submittals

The working plans and submittals are the primary communication tool in the process of plan review. The plans need to be clear and contain sufficient details to convey the intent and specifics to the AHJ.

Checklists are an extremely useful tool to ensure all required information is included. NFPA 13 (2013) in section 23.1.3 contains a checklist that lists 46 items that must be included on the plans. Additionally many jurisdictions have developed their own list of required information that needs to be included. If each item contained on these lists is addressed, the plans are much more likely to be approved and just as importantly, required aspects of the job have been thought of prior to the installation of the job. It is always easier and cheaper to make additions or changes to plans than it is to make changes to an installed system.

Working plans need to include all required information but remain clear and readable. Busy plans are difficult to follow and care should be taken to think about those who are to review the plans and the installers who will actually bring the sprinkler system from a concept on paper to an installed system. Too much information on a plan is not beneficial, only the

information necessary to relay the intent of the layout should be included. As most projects begin with the architect's floor plans as a base, there will be information not applicable or needed for the sprinkler plans; these details should be deleted to enhance the readability of the layout. However, some details such as a lighting plan and reflected ceiling plan are required and need to be included in the shop drawings.

2. Know and understand the requirements of project

This takes research and preparation on the part of the contractor. The job specifications must be understood, the project details need to be researched and understood and the applicable code requirements addressed.

The specifications will outline the overall concepts of the fire sprinkler system to be installed and in many cases will also contain specific requirements for the project. Although the specifications were

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likely to have been thoroughly researched in the bidding process, the specifications need to be gone over again prior to preparing the working plans and submittals. It is not enough to meet the requirements of the installation standards and building codes, the sprinkler system must also meet the needs and requirements of the owner. This information will be found in the job specifications.

Obviously, NFPA 13 will need to be reviewed for specific installation requirements, but it may also be necessary to incorporate other installation standards into the project. For instance, if the project includes paint spray booths, the special installations requirements may be found in NFPA 13 - 2013, chapter 22, section 22.4. As this section extracts the sprinkler requirements from NFPA 33, the contractor should review NFPA 33 for further requirements of this specific occupancy.

The architect/engineer and the owner should also be part of this process and they need to be contacted to clarify specifics of the project.

Another important issue that the contractor will need to research is any local variations that may need to be incorporated into the sprinkler system layout. It is not uncommon for local jurisdictions to adopt amendment to the building codes and standards. These amendments tend to be more stringent than the requirements of the code and if not addressed could lead to the rejection of the submittal package or an expensive modification to the system.

3. Know all of the AHJs and their particular requirements

One aspect of preparation that is often overlooked and can lead to cost overruns and other problems is determining just who the AHJ of a particular project is and what are their specific requirements.

There is seldom a single authority on a project. Aside from the fire marshal, you may need to satisfy the Owner, Engineer/Architect, the Fire Department, the Health Department, The Water Purveyor, Insurance Company and others. Each of these agencies needs to be contacted and their particular requirements determined and

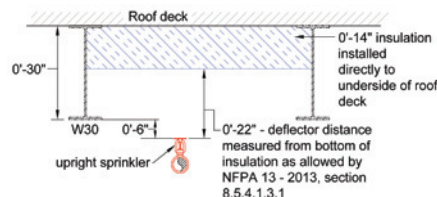
addressed.

It is not the role of the fire marshal to determine that the water purveyor requires a Reduced Pressure Zone backflow assembly or that the insurance company will not accept a dry pipe system. It is in the contractor's best interest to educate themselves on all requirements for the system and include these requirements in the system. Failure to do so may result in significant problems and cost overruns.

4. Provide additional details for complex design features

There will be times when an acceptable design feature or arrangement is not well understood or cannot be easily represented on the plans. Instead of waiting for the plans to be rejected due to a lack of understanding, it is in the contractor's best interest to provide details, complete with notations referencing the applicable sections of the standard to promote understanding of the intent of this arrangement.

For example, it is generally well understood that in obstructed construction, the sprinkler deflector needs to be located 1 inch to 6 inch below the beam but not more than 22 inches below the roof or ceiling deck. What is not as well understood is it is acceptable to install insulation to, in effect, lower the plane of the roof/ceiling deck in order to meet the 22 inch deflector distance limitation. This concept is found in NFPA 13-2013, section 8.5.4.1.3 but is not universally known by plan reviewers. Providing a detail such as that shown in Figure 1, may save significant time during the plan review phase of the project.



5. Open up lines of communications with the AHJ's

This aspect of the contractor/AHJ relationship cannot be stressed enough. Although both parties are starting with

the same tools, the building codes and installation standards, we all know that the interpretation of these tools can and will vary.

Prior to beginning the project, the contractor should schedule a meeting or at least a phone conversation with the AHJ. This initial meeting can set the tone for the entire project. The AHJ will learn of the project scope and an understanding can be reached for the methods of achieving a satisfactory end result. This is the opportunity to review the general scope of the project and for both parties to ask questions and offer solutions. Many potential roadblocks can be ironed out prior to the project commencement with this simple meeting of the minds.

This initial communication is just the beginning, as the project progresses, issues will develop, and an open line of communication is often the best way of dealing with a situation before it becomes a problem.

6. Keep written records of all discussions and agreements

Nothing is more frustrating than coming to an agreement with the AHJ on some aspect of the fire sprinkler system only to have that arrangement be rejected during plan review or worse, after installation. This may be due to a change in the AHJ assigned to the project, the AHJ forgetting the agreement or even the AHJ changing their mind.

Keeping detailed written records of all discussions and agreements made with the AHJ may help in resolving such situations. For any agreements that are not the "norm" or not specifically addressed by the codes and standards, the contractor should have the AHJ sign off on the specific agreement. This will protect the contractor, to a certain extent, in the case of subsequent reversal of this agreement.

7. Hydraulic Calculations

Hydraulic calculations are often the cause of plan review problems. Calculations are often difficult to interpret and often the concepts are not well understood by some of the plan reviewers.

In addition to the obvious requirement

of performing the calculation(s) correctly and in accordance with all requirements of the standards, the information needs to be presented in such a way that the results can be reviewed and understood by the AHJ.

NFPA 13 includes requirements to standardize the calculation forms. Section 23.3 of NFPA 13-2013 includes the requirements for hydraulic calculation forms which include at minimum: a summary sheet, a graph sheet, a water supply analysis, a node analysis, and detailed work sheets. The vast majority of calculations today are computer-generated and the forms listed above are specific to computer based hydraulics but manual calculations follow generally the same format. Today's calculation programs generally follow the NFPA standard so this format should be met.

Section 23.3.5 and its subsections include checklists of required information for calculations. As with the check lists for working plans, if each item contained on these lists is addressed, the calculations are much more likely to be approved.

One common issue that must not be overlooked when it comes to the calculations is the hydraulic reference nodes. All points referenced on the calculation should also be clearly noted on the plans. These nodes will make it clear to the reviewer where the flow path begins and ends. The most demanding area must also be clearly noted on the plan. It should be clear to the AHJ that the most hydraulically demanding design area has been calculated correctly in accordance with the standard. If the demanding area is not obvious, additional calculation should be performed. This step will save time during plan review if the AHJ needs proof of the correct design area.

8. Quality Assurance

Prior to submitting to the AHJ for review, the submittal package should be reviewed for accuracy and completeness. It is good practice that this review be performed by someone other than the technician that prepared the layout. A new set of eyes may pick up something that was missed during initial preparation.

As discussed earlier in this article,

NFPA 13 contains a checklist of working plan submittal requirements as well as a check list for hydraulic calculations. These checklists should be compared with the plans prior to submittal. Remember that these checklists are the minimum requirements. The specific jurisdiction and project may require additional information to be included.

A typical submittal package includes a complete set of shop drawings, a complete set of hydraulic calculations, the owner's certificate and data or "cut" sheets of the components to be used in the system. The quality review should ensure that all this required information is included in the submittal package.

9. Have reasonable expectations

Sprinkler contractors deal with the installation standards every day and are truly experts when it comes to fire sprinkler systems, their layout and installation. It is not always reasonable to expect the AHJ to have the same level of expertise. Depending on the jurisdiction, sprinkler systems may be only one of the many aspects of construction that they are charged with interpreting. It is often in the contractor's best interest to act as an instructor of sorts and educate the AHJ in the specific requirements for sprinkler system installation.

Although it is the contractor's right to expect a timely turnaround for plan review, it is not reasonable to expect to submit the plans on Friday afternoon and have the review comments by Monday. Always budget sufficient time for plan review into the project schedule.

10. Be professional

Both the contractor and the AHJ are professionals and both should be treated as such. Too often the AHJ assumes that the contractor is just going to cut corners to make a profit and the contractor views the AHJ as a meddling bureaucrat. These attitudes are not beneficial and often lead to unneeded conflicts. Instead, the interaction between the two parties should be viewed for what it truly is; a team. When viewed as members of the same team with similar goals, both parties become

invested in each other success. A successful project becomes a win for both the contractor and the AHJ. With a common goal in mind, both the contractor and the AHJ can concentrate on solutions to the inevitable conflicts that are bound to arise in any project.

The overall theme of this article is the importance of preparation, communication and professionalism, resulting in a timely and successful plan review.

The boy scouts got it right. Their motto "Be Prepared" is vital to success. This is certainly true in the sprinkler industry. The final result of this preparation is the submittal package to the AHJ and done correctly, will lead to successful plan review experience. The time the contractor spends in researching the project specifics and attention to detail will always help to lead to these desired results.

Communication is important to any relationship and, like it or not, the interaction between the sprinkler contractor and the AHJ is a relationship. If the contractor is not aware of the steps necessary for the AHJ to feel confident in accepting a plan for installation, the contractor is merely guessing at what is required. This is not the recipe for a successful plan review. A meeting or phone conversation can lead to an understanding and agreement on the necessary steps that will lead to a timely acceptance of the sprinkler submittal. An open line of communication between the contractor and the AHJ can help to successfully deal with the issues that are sure to arise during the course of the project

Sprinkler contractors are experts in their field and have the right to be treated like the professionals they are. Authorities Having Jurisdiction have the same right and expectations. If both parties treat the other with respect and courtesy, both are more likely to receive the same in response. This mutual respect will pay dividends for both parties. The sprinkler contractor will benefit with a timely and successful plan review and the AHJ will be able to clear his schedule for the next project, while be comfortable that this project is in accordance with the applicable codes and standards. By all measures this is a win for both the contractor and the AHJ. ①



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Part II of IV

The Role of the Owner

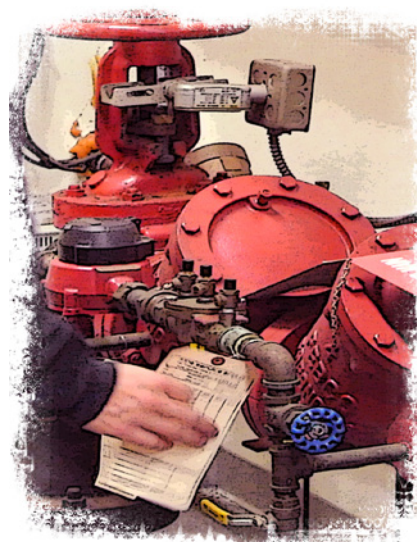
By Jason Webb

In the last **ITeM** article, we began to discuss the roles and responsibilities that NFPA 25 assigns to stakeholders (owner, contractor and AHJ) in the ITM process. In this installment, we examine what represents arguably the most important role; that of the owner or their designated representative.

NFPA 25 places much of the responsibility for what it mandates on the owner. So much so, that NFPA 25 has been referred to as an “owner’s document” by some. The standard uses the term “owner or designated representative” to clarify that these responsibilities can be assigned to others, but for the sake of this article, we’ll just use “owner”.

Most of what the owner is responsible for can be found in section 4.1 (2011 edition), which is aptly titled “Responsibility of the Property Owner or Designated Representative”. This section assigns the responsibility of many important functions to the owner, both in terms of their role in ITM but also about the occupancy itself. It clearly states that the owner shall be responsible for several things: maintaining the sprinkler system; maintaining the temperature in the building to keep the water-filled pipe from freezing; keeping important things like valves accessible; notifying others of system shutdown; as well as many other critical tasks.

The owner is also responsible for keeping a record of the inspection, testing and maintenance that has been performed on the system. While the actual records



themselves may be produced by another person, usually the contractor, NFPA 25 places the requirement for the maintenance of those records squarely on the owner. In that same section (4.3 in the 2011 edition) the standard also says that the records shall be made available to the AHJ upon request. Some state laws and local codes require that ITM reports be submitted to the AHJ. In that case, who submits those records should be spelled out in the contract between the owner and the contractor beforehand. Some AHJs will request records directly from contractors without the knowledge of the owner which could lead to problems. This should be addressed before that happens.

One of the most common events that can lead to a sprinkler system failing to perform properly are changes in or to the occupancy, like changes in what is

stored inside or building modifications that take place without an evaluation of the fire protection system. This is another area where NFPA 25 very clearly assigns responsibility to the owner. Section 4.1.5 (2011 edition) states that the owner shall not make any changes in the occupancy without an evaluation of the fire protection system. Since identification of these changes and the evaluation of the system are not part of the routine ITM program, it is all the more important for the owner to be aware of the risk that changes can place them under.

Once the responsibilities of the owner are identified, the question then becomes; does the owner know and understand them? Unfortunately, in many cases, the answer is “no”. Education of the owner about the critical tasks they are responsible for is a necessary function for ensuring that the ITM process works as it should. The other stakeholders; the contractor and the AHJ, should be knowledgeable about those responsibilities. Since they are the ones most likely to have contact with the owner, they have the best opportunity, many times, to communicate that information. ①



Director of
Inspection, Testing
& Maintenance

Jason Webb



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INTERNATIONAL

By Vickie Pritchett

Friends, Partnerships, Collaboration, Family, Cooperation, Momentum, Making a Difference

What do these words and concepts have in common? We at NFSA are able to relate to each and every one of these words...with action!

I have often said that the fire sprinkler industry is like one big family, and I do believe that is true. It's one of the things that set our business (the business of life safety) apart from the rest. Families working together to provide life safety products and the installation of them to aid in fire protection is a mission to be proud of!

We are happy to report that we have shared some significant milestones recently with several of our allied organizations and we are grateful for these opportunities.

First of all, a big thank you is in order to our nation's fire chief, U.S. Fire Administrator Ernie Mitchell and his USFA team. You can imagine the excitement when I received the phone call from the USFA requesting that Common Voices be a part of the national media launch of their new national campaign, *Fire Is Everyone's Fight™*. Pam Elliott traveled to Washington, D.C. and represented us well, sharing with the world the story of a house fire that burned her when she was five-years old. This was an example of her real story and first-person account making the fire problem real, and of course sharing that we have the solution - fire sprinklers! Because Pam's testimony was so powerful I wanted to share it with you in its entirety.

My family has always insisted that the tragedy of our home burning happened for a purpose. I believe that part of my purpose is to be here today to share my story.

One day I was a five-year old girl making mud pies on the creek bank. The next day I lay in a hospital bed, not expected to live. Our two-story country frame had burned to the ground.

I received third degree burns over 50% of my body. When skin burns it shrinks... like frying bacon. Skin grafting involves peeling skin off where you are not burned and putting it on the burned places so they will heal. It is almost as painful as the burns.

Initially, I was in the hospital for three months. I was at home for four months then back for a nine month stay. 3-6 month hospital visits continued until I was 16. My face had to be grafted. My arms and hands had to be grafted and straightened

to provide function. It was an arduous process involving hand braces, pins and multiple scar releases. I do not have any end joints. One of my fingers is stiff and another one is crooked. I am extremely fortunate to have fingers... a lot of burn survivors do not.



When your home burns to the ground, there is nothing left. No clothes, no furniture, no pictures, no precious quilts that your grandmother made. The only pictures we have now are those that family members and friends gave back to us.

The shoes you see in the picture are the first ones my mother bought me after our home burned.

I remember looking in the mirror one night before going to bed asking God to take the scars off my face. "I am not asking You to take them off anywhere else. I know You can do it so, when I wake up in the morning I know they will be gone." The next morning I rushed to the bathroom mirror to discover that the scars were not gone. I was so disappointed: "God, I know You could do it, but You didn't." The scars were not gone, but I still had to go on.

These scars would not be allowed to define me. Throughout my school years, none of my classmates ever made fun of me or called me names. The only person to hurt me with words was an adult.

I applied to college to become a physician's assistant. The college required an interview with the board of admissions. Three of the board members had voted

>> CONTINUED ON PAGE 49



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>

against me. They informed me that people naturally have a fear of doctors and, since I would initially be meeting patients to obtain their health history, they felt my physical appearance would instill a deeper fear within the patient.

I have been a nurse for 30 years and no patient has ever complained about my appearance.

I hope you understand after hearing a little of my story why I believe in fire safety and particularly home fire safety. It is vital that our homes have working smoke alarms and a practiced fire escape plan. I also believe that home fire sprinklers add the extra protection we need to save lives, protect our homes and decrease horrific burn injuries.

Smoke alarms can not contain or extinguish a fire. They are designed to detect. In less time than it takes for the fire department to arrive on the scene, home fire sprinklers can contain and even extinguish a fire.

When combined with smoke alarms, home fire sprinklers increase chances of surviving a fire by more than 82%. I like that percentage, don't you? They also provide extra time for children, the elderly and the disabled/challenged to escape by keeping fire and deadly smoke from spreading. These people are the most vulnerable in a fire because fires become deadly in as little as three minutes. Three minutes... that is not a lot of time. In the 70s you had 17 -23 minutes to get out of a house. Today it is 3 - 3.5 minutes. It is because of the contents of our homes being more combustible.

Fire sprinklers also keep our firefighters safe. 70% of fires occur in our homes (I do not like that percentage) the place we should feel the most safe.

Fire sprinklers also decrease fire damage by up to 97%! I like that percentage even more. That is why insurance companies offer 13-30% discounts on sprinklered homes.

Last but certainly not least, fire sprinklers decrease horrific burn injuries. You have heard my story but compared to other burn survivors mine is really not

that bad.

A guy that a lot of us have heard about...Thomas Jefferson said, "America is not governed by the majority but by the majority that participate."

Fire is everyone's fight! We need homebuilders, insurance companies, city councils, state legislatures and the federal government to realize America's homes are burning and we can do something about it! By combining smoke alarms, a practiced fire escape plan and installing home fire sprinklers we can reduce fire deaths by 82% and fire damage by 97%. It is time to fight because fire is everyone's fight. ☺

- Pam Thomas Elliott
pamelliott3@gmail.com

Another one of our partners in the quest to prevent fire deaths and injuries is the Phoenix Society for Burn Survivors. NFSA was proud to support the annual World Burn Congress, which was held in

Providence, Rhode Island - with a walk of remembrance held that remembered all survivors, especially those from the Station Nightclub fire, which occurred 10 years ago. Pictured are Amy Acton, Executive Director of the Phoenix Society and Common Voices advocates, along with Joe Kinan, survivor of the Station Nightclub fire, Pat Horan Phoenix Society Board President and myself following the business meeting during World Burn Congress.

I am reminded each time I spend time with burn survivors of why we do what we do, and why our work is important. We have information that can help prevent future tragedies. It is our responsibility to continue to advance the concept of fire sprinklers by sharing this message with our respective partners. We are making progress, we are making a difference. Thank you for the opportunity to serve in this capacity!

Stay Safe, Vickie. 🙏



Announcing the CPSE Residential Fire Sprinkler Contractor Accreditation Program



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- Accreditation gives your company a competitive advantage in your community



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During recent meetings held at NFSA headquarters in Paterson, New York, members of the association's Board of Directors and Councils had the opportunity to meet the entire home office staff and take an informal tour of the building. Recently upgraded, the office now has a state-of-the-art media center, from which the much heralded NFSA.tv programming is

broadcast, and a brand new training facility.

For many members of the board and councils, this was their first time visiting the association's main office, and the timing could not have been better. With fall foliage at peak brilliance, many commented on the natural beauty surrounding the office's rural setting.📍

Robert "Bob" Tinucci Joins NFSA Regional Operations Team

NFSA is pleased to announce that **Bob Tinucci** has accepted the position of Illinois Regional Manager. In his new position, Bob will be responsible for bringing NFSA services to members in the state of Illinois.



Bob began his career in fire protection as a firefighter in 1974 with the Darien-Woodridge Fire Protection District in Illinois. Over the years, Bob worked his way up through the ranks to become Fire Chief/Administrator, a position held until his formal retirement in 2008.

Bob was active in the Illinois Fire Chiefs Association (IFCA) where he held membership for over 28 years. He served on their Executive Board as Director and was Chair of the Codes Committee responsible for residential sprinkler initiatives. He was an Illinois State Certified Assessor with

IFCA Personnel Evaluation and Assessment Services and served in various positions with the DuPage County (Illinois) Fire Chiefs Association.

Bob worked as a field consultant for the Northern Illinois Fire Sprinkler Advisory Board where he assisted in the delivery of many side-by-side burns. He coordinated a group of over 120 delegates from the state of Illinois to attend the ICC hearings in Minnesota the year residential sprinkler requirements were adopted into the IRC.

Bob may be reached at 6401 Richmond Avenue, Willowbrook, Illinois 60527, phone/fax: 630.655.1875, cell: 630.514.1601, email: tinucci@nfsa.org.

NFSA receives 2013 New York Excellence Award

The National Fire Sprinkler Association has been selected for the 2013 New York Excellence Award amongst all its peers and competitors by the Small Business Institute for Excellence in Commerce (SBIEC).

Each year the SBIEC conducts busi-

ness surveys and industry research to identify companies that have achieved demonstrable success in their local business environment and industry category. They are recognized as having enhanced the commitment and contribution of small businesses through service to their customers and community. Small businesses of this caliber enhance the consumer driven stature that New York is renowned for.

According to SBIEC criteria, NFSA has consistently demonstrated a high regard for upholding business ethics and company values. This recognition by SBIEC marks a significant achievement as an emerging leader within various competitors and is setting benchmarks that the industry should follow.

As part of the industry research and business surveys, various sources of information were gathered and analyzed to choose the selected companies in each category. This research is part of an exhaustive process that encapsulates a year long immersion in the business climate of New York.

More information on SBIEC can be found at www.sbiec.org📍


New Personnel for Reliable

The Reliable Automatic Sprinkler Company announces the appointment of **Morgan Loukes** to the role of Regional Sales Representative for Eastern Canada.

Morgan graduated from Seneca College with a Fire Protection Engineering Technology Diploma, and has successfully held industry positions as a Technical Designer, Fire Safety Consultant, Project Manager and part-time Firefighter. Reporting to Matt Squirell, Director of Sales - Canada,

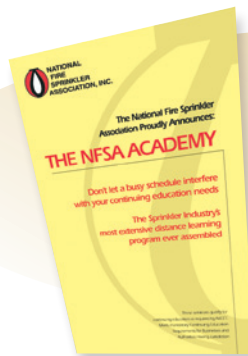
Morgan will be responsible for all regional sales activities in Ontario, Quebec, New Brunswick, Nova Scotia, PEI, and Newfoundland/Labrador.

Reliable also announces the addition of **Shawn Simmons** as a new sales representative to its Southeast region sales team. Shawn will be based out of Reliable's Georgia office.

Shawn brings years of experience working as a manufacturing expeditor for Northrop Grumman in St. Augustine, Florida, as well as over 30 years of sprinkler industry experience within his family. 

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DAVE LAFOND
Regional Manager

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NEW HAMPSHIRE, RHODE ISLAND, VERMONT

Massachusetts Legislative Alert

NFSA is assisting and participating with the Massachusetts Fire Sprinkler Coalition in preparation for upcoming Legislative hearings and testimony for three residential sprinkler bills.

Representative Michael D. Brady (D), 9th District, Plymouth County, is sponsoring HB 2123, an act to prevent deaths by fire.

The law reads in part – *“Effective January 1, 2015, all newly constructed one- and two-family residential dwellings shall include an automatic standalone fire sprinkler system installed in accordance with NFPA 13 D.”*

Representative Tackey Chan (D), 2nd District, Norfolk, County, is sponsoring HB 2129, which has the same exact wording. Both pieces of Legislation would mandate an automatic standalone fire sprinkler system for all new construction for one- and two-family homes.

Representative Ruth B. Balsler (D), 12th District, Middlesex County, is sponsoring HB 2121, An Act relative to enhanced fire protection in new one and two-family dwellings.

This law reads in part – *“In any City or Town which accepts the provisions of this section, any newly constructed building or any existing building substantially rehabilitated... and containing not more than two dwelling units, shall be protected throughout with an adequate system of automatic sprinklers.”*

This Legislation leaves the decision to the local community to require residential sprinklers.

All three bills will come before the Joint Committee on Public Safety and Homeland Security.

Please consider contacting the Legislators listed and let them know that you support these public health and safety initiatives.

JOINT COMMITTEE ON PUBLIC SAFETY AND HOMELAND SECURITY

Senate Members:

James E. Timilty, *Senate Chair*
James.timilty@masenate.gov
617-722-1222

Sonia Chang-Diaz
Sonia.chang-diaz@masenate.gov
617-722-1673

Katherine M. Clark
Katherine.clark@masenate.gov
617-722-1206

James T. Welch
James.welch@masenate.gov
617-722-1660

Richard J. Ross
Richard.ross@masenate.gov
617-722-1555

House Members:

Harold P. Naughton, Jr., *House Chair*
harold.naughton@mahouse.gov
617-722-2230

Sean Curran
Sean.curran@mahouse.gov
617-722-263

Linda Campbell
Linda.campbell@mahouse.gov
617-722-2305

James J. Dwyer
James.dwyer@mahouse.gov
617-722-2220

Alan Silvia
Alan.siliva@mahouse.gov
617-722-2060

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Brian M. Ashe
 Brian.ashe@mahouse.gov
 617-722-2090

Brian R. Mannal
 Brian.mannal@mahouse.gov
 617-722-2582

Nicholas A. Boldyga
 Nicholas.boldyga@mahouse.gov
 617-722-2810

David LaFond is the NFSA Regional Manager for the New England Region. He can be reached at lafond@nfsa.org or Phone: 413.326.0014.

NEW YORK REGION



DOMINICK KASMAUSKAS
 Associate Director of Regional
 Operations - North

NEW YORK

NY State Bill Introduced to Fire Sprinkler Schools

According to NFSA Associate Director of Regional Operations-North Dom Kasmauskas, the New York State bill to install fire sprinkler systems in all schools is not gaining much speed or backing in this economic climate. He suggests that every New Yorker in the fire sprinkler industry call their New York Assemblyperson's and Senator's office and ask to speak with someone in support of A7068. There is not a Senate "sister bill" at this time.

To read the bill in its entirety go to <http://open.nysenate.gov/legislation/bill/A7068-2013>.

Dominick Kasmauskas is the NFSA's Associate Director of Regional Operations-North and Regional Manager for the New York Region. 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.

MID-ATLANTIC REGION

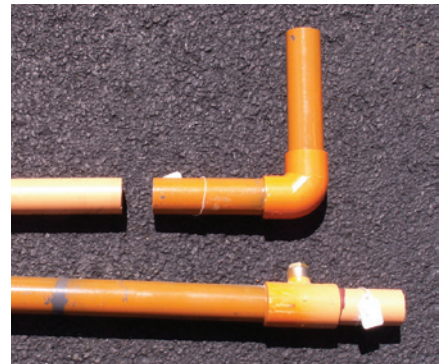


RAYMOND W. LONABAUGH
 Regional Manager

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

Another Reason Why Well Trained Inspectors and ITM are so Important

The Central Region Council of Governments (COG) encompasses six municipalities including State College Borough, Pennsylvania. The COG includes the Central Region Code Administration (CRCA), which is responsible for administering and enforcing locally adopted and state mandated codes. The CRCA has a well trained and qualified staff that promotes automatic fire sprinklers and also does an exceptional job of performing acceptance and routine inspections as can be seen by the following photographs. The photographs below show what the inspectors came across recently with a residential fire sprinkler system installation where PVC pipe and fittings were used with attempts to disguise the pipe and fittings by painting them orange to look like CPVC.



Painted PVC and CPVC fittings and pipe



Mix of CPVC and Painted PVC

Photographs were taken by Ray Lonabaugh. We thank the Central Regional Code Administration for a great inspection job and for this information. No doubt these pictures will find their way into an NFSA ITM Seminar!

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



CPVC top, painted orange PVC bottom



PVC pipe painted orange

SOUTHEAST REGION



WAYNE WAGGONER
 Associate Director of Regional
 Operations - South

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

Chattanooga Councilman Eyes Limiting Which Clubs or Bars are Sprinklered.

A Chattanooga, Tennessee councilman wants to give city businesses a break by severely limiting which clubs or bars must

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REGIONAL ROUNDUP

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have sprinklers.

Under current law, owners of sports bars, restaurants with live entertainment, dance halls, discotheques, nightclubs and "assembly occupancies with festival seating" are required to install sprinkler systems by December 31, 2013.

Councilman Chris Anderson plans to introduce legislation that, if approved, essentially would mean the city's 2011 sprinkler ordinance would not apply to most of these venues.

His solution is a resolution excluding all existing nightclub owners from installing sprinklers in the city limits unless the business is using indoor pyrotechnics. New businesses would still have to install sprinklers.

When the City Council passed the ordinance by a 5-4 vote in 2011, business owners were given three years to install sprinkler systems, which cost \$50,000 to \$70,000.

Several business owners said they would support Anderson's proposal. The expense of retrofitting older buildings is burdensome, they argue.

Councilwoman Carol Berz, who supported the ordinance, said officials voted for the change to comply with the 2006 version of the National Fire Protection Association's 101 Life Safety Code and because former Fire Marshal James Whitmire recommended it for safety precautions.

Fire Marshal William Matlock said Chattanooga is in line with national standards, but he declined to comment on whether he would support a change in the ordinance until after he sees what Anderson proposes.

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

September Area Interest Meetings Huge Success!

A note from September

Presenter Frank Barstow:

Victaulic is well known for its innovation in the fire protection market. Sometimes their engineers develop something that is truly revolutionary, like the hybrid Vortex System. When something like this system is invented, which is a system unlike any



other in the world it is necessary to explain the system for many years until the concept is understood and accepted by the industry. I found the quarterly meetings of the FFSA to be an excellent vehicle by which to get our message out to the AHJ, contractor and engineering community. This well established organization overseen by Lorrell Bush is simply a model of how an organization can truly benefit its members by keeping them informed of cutting edge products or systems for their industry. I want to thank Lorrell and the Florida Fire Sprinkler Association for being such an effective and valuable asset to the industry.

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.

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WEST VIRGINIA, KENTUCKY

Kentucky Code Adoption

The Code adoption process in the Commonwealth of Kentucky has been a very difficult and time consuming activity over the past several months. Currently in the Commonwealth of Kentucky not all residential type structures defined in the state's building code are required to be fire sprinkler protected even though the International Building Code requires the fire protection. During the recent code review and adoption process we were successful in influencing the Board of Housing, Buildings and Construction to include code language to require the installation of fire sprinklers in all Residential (R) occupancies. Unfortunately the language was challenged and withdrawn in June 2013 resulting in the formation of a working group lead by State Fire Marshal William Swoop with the purpose of gathering information and fire data relevant to the inclusion of fire sprinklers in all residential occupancies in the new Commonwealth code. NFSA Great Lakes Regional Manager Ron Brown has been working very closely with the State Fire Marshal, the Kentucky Fire Sprinkler Contractors and Russ Sanders of NFPA to provide the Committee with all of the information and data I can to help them put together the case for full adoption of all of the fire sprinkler requirements for all Residential occupancies in the 2012 International Building Code. This work will continue through the last quarter of this year with the Fire Marshals Committee indicating they would report back to the Board of Housing, Buildings and Construction sometime in the first quarter of 2014.

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



TOM LIA
Regional Manager

ILLINOIS

New Federal Rule Highlighted After Fire Sprinkler System Saves Residents at Illinois Nursing Home Fire

A Burr Ridge, Illinois, nursing home fire on September 2nd, was contained by the building's fire sprinkler system until Tri-State Fire Protection District crews provided final extinguishment, preventing major damage and possible deaths. The successful fire sprinkler activation at Emeritus of Burr Ridge is a model example of why the Centers for Medicare & Medicaid Services (CMS) now requires fire sprinklers in all new and existing long-term care facilities nationwide.

The CMS federal rule requiring fire sprinklers in long-term care facilities became effective on August 13, 2013, following a five-year phase-in timeframe after publication in 2008. The rule, which applies to Skilled Nursing Facilities (SNF) that are regulated by CMS for Medicare and Medicaid licensure, is a direct result of two deadly nursing home fires in 2003 – one in Hartford, Connecticut, and the other in Nashville, Tennessee.

Any SNFs that are not fully sprinklered are now cited for a deficiency and they must submit a plan of correction and achieve fire sprinkler installation within three months. After the three-month period, the Social Security Act requires that any facility that is not in substantial compliance will be subject to a denial of payment of new admissions and termination from Medicare participation at the end of six months.

According to a June 2013 CMS survey, there are 19 SNFs in Illinois that are not yet sprinklered, and 195 facilities that are

>> CONTINUED ON PAGE 57

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REGIONAL ROUNDUP

>> CONTINUED FROM PAGE 56

only partially sprinklered. Nationwide, 1,281 facilities were not yet compliant. The survey notes that some of those deficiencies may have been corrected since the survey results were published.

Bob Tinucci is the NFSA Regional Manager for Illinois. He can be reached at 6401 Richmond Avenue, Willowbrook, Illinois 60527, phone/fax 630.655.1875, cell 630.514.1601, email: tinucci@nfsa.org.

NORTH CENTRAL REGION



DOMINICK KASMAUSKAS
Associate Director of Regional Operations - North

MINNESOTA, WISCONSIN, NORTH DAKOTA, SOUTH DAKOTA

Sprinkler Save at Beloit, Wisconsin Apartment Building

A fire was reported at about 5:53 p.m. at the Emerson Hall Apartments, 930 Church St. in Beloit Wisconsin on September 24th. The massive apartment building was successfully evacuated and no injuries were reported due to the fire, said Beloit Fire Department Chief Brad Liggett.

The fire had started in a fourth floor apartment in the kitchen area. Thanks to the alarm and sprinkler system, Liggett said the fire was contained to the apartment of origin and all residents were immediately alerted.

Although the fire was put out quickly, Liggett said it had the potential to spread and could have required the rescue of many people. "A densely populated apartment building can be dangerous. We are fortunate to have the resources with our mutual aid partners," he said. "It's a very old building, and it's going to be very dry. The fire can move pretty quickly in hidden spaces like the attic. Because of the size of the building and the limited resources we have, it was considered high risk."

The Regional Manager for the North Central Region is TBA. Dominick Kasmauskas is the NFSA's Associate Director of Regional Operations-North and Regional Manager for the New York Region. He can be reached at Kasmaus-

kas@nfsa.org or 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303, Phone 518.937.6589, Fax 518.836.0210.

CENTRAL REGION



CHRIS GAUT
Regional Manager

IOWA, KANSAS, MISSOURI

Central Region Office Address Change

NFSA Central Region Office - Chris Gaut
207 Van Buren Rd.
Branson, MO 65616
Phone number, fax number, and email address has not changed.

Sprinkler Save at Cottleville, Missouri Bowling Alley

A fire that investigators say broke out in the kitchen of a bowling alley in St. Charles County was quickly contained by the fire sprinkler system.

Firefighters got the emergency call after a fire alarm was sounded at the Harvest Lanes Bowling Alley on North St. Peter's Parkway.

When officials arrived on scene, smoke was coming from the structure and glass doors were broken to gain entry. The fire was located in the kitchen, but was just about extinguished thanks to the fire sprinkler system.

No immediate word on what caused the fire. The bowling alley was closed at the time and no injuries were reported.

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.

>> CONTINUED ON PAGE 58

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REGIONAL ROUNDUP

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SOUTH CENTRAL REGION



CYNTHIA GIEDRAITIS
Regional Manager

ARKANSAS, LOUISIANA,
OKLAHOMA, TEXAS

News from the Texas State Fire Marshal's Office

Mark Lockerman, Director of Licensing for the Texas State Fire Marshal's Office is beginning the process of reviewing the industry rules for standards updates and other changes / additions. This review will include all of the industries that are licensed and regulated by the SFMO: Extinguisher, Alarm, Sprinkler and Fireworks. The SFMO wants stakeholder input throughout this process. The goal will be to identify proposed rule amendments on a timeline that would allow them to be published for public comment in the first quarter of 2014. Based on that, the SFMO would need to have suggested changes identified and discussed over the next 3 months.

Fire Sprinkler Demonstration Trailer

NFSA and the Dallas Metroplex have a Fire Sprinkler Demonstration Trailer built through generous donations of fire sprinkler companies and vendors. This trailer will be available for events. We are looking for a secure (fenced) home for this trailer. Please call Cindy at 979-324-8934.



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.

GREAT PLAINS REGION



ERIC GLEASON
Regional Manager

Colorado, Nebraska, Utah, Wyoming

Summit County, Colorado Fire Officials Amending Fire Regulations to Include Liquor Distilleries

Officials with Summit County's fire protection districts are in the process of amending certain regulations of the local fire code.

Jay Nelson, deputy chief of Red, White & Blue Fire District, said Monday fire officials review local regulations about every six years to adapt to changes to the International Fire Code. The code is revised once every three years, but local fire officials skip a cycle and update local regulations every six years, Nelson said. The last time Summit County's fire officials amended the local fire code was in 2006.

Nelson, Lake Dillon Fire-Rescue assistant chief Steve Skulski and Dan Moroz, code compliance officer for the Copper Mountain Consolidated Metropolitan District, met with the Summit County Commission during a Tuesday workshop in Breckenridge to provide an update of the most pertinent changes local fire protection districts plan to adopt in 2013. Those changes stem from 2012 revisions to the International Fire Code.

Fire officials decided to amend a section of local code that regulates storage of distilled spirits. Before 2012 there weren't any regulations in the International Fire Code that specifically addressed how distilled spirits, often aged in wood barrels or casks, should be stored.

Citing two distillery fires this year and the infamous Jim Beam warehouse fire of 2003 – where whiskey-fueled flames reportedly reached 100 feet in height – Skulski said amendments were made to the International Fire Code requiring spirits be stored in warehouses equipped with sprinkler systems.

Wood casks and barrels are almost always secured by metal bands, Nelson

added. When there is a fire those bands expand, allowing spirits to leak and continue to fuel the blaze.

"A sprinkler system would knock down the fire or keep it under control until firefighters could respond," Nelson said.

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

SOUTHWEST REGION



BRUCE LECLAIR
Regional Manager

ARIZONA, NEVADA, NEW MEXICO, CALIFORNIA,
HAWAII

Nor Cal Golf Event a Success

The Northern California Fire Prevention Officers held the 4th Annual Northern California Golf Tournament with proceeds benefiting the Alisa Ann Ruch Burn Foundation. The event was held at the Char-donnay Golf Course in Napa, California. on August 23rd. It was a great day and a fun event with long drive, closest to the pin and a putting contest. NFSA sponsored the driving range and a hole for this worthy event.

Congratulations to the organizing committee and to all who attended and played at the event.

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Hawaii Fire Chiefs Conference

The 35th Annual Hawaii Fire Chief Association Annual Conference will be held at The Fairmont Orchid Resort, Kona, Hawaii November 7-10, 2013

Bruce Lecair is the NFSA Regional Manager for the Southwest Region. 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

Portland, Oregon Adopts Nightclub Fire Sprinkler Retrofit Ordinance

The Portland City Council recently

passed a new ordinance requiring night clubs with occupancies of more than 100 people to install fire sprinkler systems by July, 2015. An investigative piece by a local newspaper outlining hazards found at several local clubs prompted the council to ask the Portland Fire Department to draft the retrofit requirement.

With cost to business owners cited as a main obstacle to the ordinance, Northwest Regional Manager Suzanne Mayr testified that the NFSA is working on two fronts to help businesses:

- NFSA is working to pass the Fire Sprinkler Initiative in Congress to provide a better tax credits schedule with special relief for small business owners
- NFSA is working with ISO to ensure businesses with sprinkler systems are getting the proper insurance credits

The local NFSA Columbia-Willamette Chapter extends its congratulations to

City Council Member Dan Salzman, Fire Marshal Nate Takara and Fire Chief Erin Janssens for taking on this public safety issue before a tragedy occurs. This is a big step towards protecting patrons in Portland's thriving music and entertainment scene.

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.

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. VISIT US AT



The Next Five Years in Fire and Electrical Safety – Emerging Trends in Green Building

Join NFPA on November 13th and 14th in Washington DC for the Fire Protection Research Foundation's symposium on the key issues likely to affect fire and electrical safety in the next five years.

A featured session addresses the changing materials landscape and how trends in green building may affect fire safety.

Russ Fleming, *President, National Fire Sprinkler Association*, will describe how sprinkler technology has and is evolving to meet the increasing challenges of water supply for firefighting.

Bill Walsh, *Executive Director of the Healthy Building Network*, will paint a future picture of the materials and technologies that will compose a healthy and sustainable building.

Dr. Thomas Chapin, *Vice President, Research, Underwriters Laboratories*, will

discuss how these materials will impact fire safety in tomorrow's buildings.

Fiona Cousins, *Associate, Arup*, will present innovative building design features designed to maintain fire safety in sustainable buildings.

Dr. Gavin Horn, *IFSI Director of Research, University of Illinois* will illustrate the emerging challenges for the fire service in these buildings.

For more information, and to register, go to www.nfpa.org.

Fire Sprinkler Initiative Participates in City and County Managers Conference

The International City/County Management Association (ICMA) recently held its annual conference and the Fire Sprinkler Initiative (FSI) participated as an exhibitor. The participation of FSI at these conferences helps us reach a large, diverse number of public officials with the home fire sprinkler message.

NFPA NEWS

ICMA provides technical and management assistance, training, and information resources to its members and the broader local government community. The organization also represents local government concerns in the public policy arena on topics such as public safety and emergency management.

This annual conference facilitates networking of local government managers and their staffs to discuss key management issues, review major local government developments, adopt policy statements, and conduct association business.

The information disseminated by FSI during this exhibit will enable these managers and their staffs to go back to their jurisdictions and work towards increasing the use of home fire sprinklers in new one- and two-family home construction in their communities.

■ NFSA Contractor Member Receives Award

Fire Protection Industries (FPI), long-time NFSA contractor member, received the Outstanding Sub-Contractor Award from Gilbane Building Company in Philadelphia for their contribution to a very successful project at Community College of Philadelphia. Paul Volkwine was FPI Project Manager for this project and was the Sales Estimator as well. Jay Nofer managed men and material in the field. The project was very difficult due the time line of phases and the college was in full attendance at the time. Upon receiving the award FPI representatives said they could not have done it without the full cooperation received from Jerry Villa at Gilbane.

■ NFSA Member Kauffman Company Named Among 2013 Best Places to Work in Houston, Texas

For more than a decade, the Houston Business Journal (HBJ) has recognized the Best Places to Work in Houston.

More than 100 companies scored 85 out of 100 points, earning a spot on HBJ's 2013 Best Places to Work list. The rankings are based on the scores from a month-long employee engagement audit conducted by a third-party expert.

NFSA is happy to report that The Kauffman Company made the cut and was named among the 2013 honorees.

The Kauffman Company greatly assisted in the implementation of NFSA's first "What is a Fire Sprinkler System Class for Firefighters" by scheduling the Kauffman Company Supervisor of ITM, Marshall Mullins, to assist South Central Regional Manager Cindy Giedraitis in making presentations at the South Montgomery Fire Department; October 14-16, 2013.

This donation of time by The Kauffman Company was over 15 hours.

■ Viking Offers FSC Flexible Connections with Factory-Installed Sprinklers

Viking Corporation announces the

availability of its FSC Flexible Sprinkler Assemblies. Offered with a wide variety of Viking commercial sprinklers, they are factory-installed onto the outlet fitting of the FSC flexible sprinkler connection. The result is an integrated assembly that combines FSC flexible connections with a Viking sprinkler that is pre-assembled onto the flexible connection's outlet fitting.

The FSC Flexible Sprinkler Assemblies are available with either the FM Approved braided flexible connection (model FSC-28B), or the UL Listed non-braided version (model FSC-25U). When ordered, customers will receive a box of the desired FSC flexible sprinkler connections, as well as a separate package containing the specified Viking sprinkler factory-installed onto the outlet fitting. Each assembly is 100% factory-tested, eliminating a potential leak point. Viking's FSC Flexible Sprinkler Connections also feature a fully assembled installation bracket that is ready to install out of the box, without loose parts.

To support the launch of the new FSC Flexible Sprinkler Assemblies, Viking SupplyNet is offering contractors a special, limited-time promotional price on assemblies featuring either the VK462 Mirage® concealed sprinkler or the VK302 Microfast® quick response sprinkler. For additional information, please contact your local Viking SupplyNet customer service center, or go to www.vikinggroupinc.com/newproducts. (Limited offer, exclusions apply.)

■ Potter Electric Signal Company Announcements

Potter Electric Signal Company, LLC announces the creation of a web portal for Nitrogen Generators aimed at educating their customers with the click of a mouse. With this new platform, Potter can disseminate information efficiently and effectively. Corrosion remains a key ingredient in the deterioration of a fire sprinkler system, but Potter's Nitrogen Generators provide a cost-effective, turn-key solution adaptable to a customer's needs.

The design of Potter's new Nitrogen Generator web portal is a combination of

succinct text and clear illustrations providing detailed description of corrosion, how it affects a fire sprinkler system, and how nitrogen combats it. With the complicated nature of a Nitrogen system, Potter's goal is to take a straightforward, pragmatic approach to explaining and simplifying everything.

For more information, please visit: www.potternitrogen.com

Potter also announces an expansion of its technical support department. Additions have been made within the technical support department to reinforce customer service and product guidance.

The Technical Support department includes NICET (National Institute for Certification in Engineering Technologies) certified personnel. 90% of calls placed with the department are answered within ten seconds. All calls are answered directly by real people, located at Potter's headquarters in St. Louis, Missouri.

■ Lubrizol CPVC Expands BIM Offering to BlazeMaster® Products

The Lubrizol Corporation is expanding its offering in Building Information Modeling (BIM) real-time, 3D modeling software to include availability of BlazeMaster® Fire Sprinkler Systems.

Lubrizol CPVC introduced its BIM offering for FlowGuard® Gold Pipe & Fittings and Corzan® Piping Systems in 2011 and shared them at the American Society of Plumbing Engineers (ASPE) 2012 Convention in Charlotte, N.C.

This software allows architects, plumbing and fire protection engineers to create and manage building and infrastructure projects faster, more economically and with less environmental impact. Lubrizol's BIM offerings are currently one of the only non-metallic pipe and fitting options available that meets the requirements for both hot and cold potable water as well as fire sprinkler systems established by national model codes.

Lubrizol continues to offer More Inside™ with tools to increase productivity in building design and construction. Lubrizol's new BIM objects can be down-

>> CONTINUED ON PAGE 62

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SPRINKLING OF NEWS

>> CONTINUED FROM PAGE 60

loaded into active design sessions using Autodesk® Revit® software.

For more information, email cpvc@lubrizol.com or visit our support page.

■ Reliable Automatic Sprinkler Product Announcements

Reliable Automatic Sprinkler introduces its new KFR-CCS 56, a combustibile concealed space sprinkler that provides coverage up to 256 square feet. It will save on the number of sprinklers installed and the amount of piping required.

The KFR-CCS 56 is a quick response, upright, specific application sprinkler designed to provide protection of specific light hazard combustibile and non-combustibile, concealed spaces requiring sprinkler protection. It complies with NFPA 13 criterion for the protection of combustibile concealed spaces with ceiling slopes not exceeding 2 in 12. With a K-Factor of 5.6, the KFR-CCS 56 utilizes a fast response solder link fusible element [212°F (100°C)]. This sprinkler has demonstrated response times in laboratory tests which are five to ten times faster than standard response sprinklers. This feature enables the sprinkler to apply water to a fire much faster than standard response sprinklers of the same

temperature rating. The KFR-CCS 56 is designed for installation into: CPVC Pipe for Wet Sprinkler Systems and Steel Pipe for Wet or Dry Sprinkler Systems.

For more information including installation details, please reference Bulletin O44 on Reliable's website - www.reliablesprinkler.com

Reliable has also extended its Storage line to include its new Model N25 ESFR (Early Suppression Fast Response) Sprinkler.

The Model N25 ESFR Sprinkler utilizes a fast response levered fusible alloy solder link available in either a 165°F (74°C) or a 212°F (100°C) rating. FM Global considers this a "Quick Response" storage sprinkler for use in Data Sheets 2-0 and 8-9. With a nominal K-Factor of 25.2 (metric 362), the N25 ESFR will deliver approximately 98 GPM (371 L/min) of water at 15 psi (1 bar). The smaller deflector and frame provide a broad, very symmetrical, hemispherical pattern capable of suppressing fires between sprinklers in high storage height areas and at the same time retaining a high momentum central core of water to penetrate and suppress fires occurring directly beneath the sprinkler. Because it is a solder element sprinkler, the N25 ESFR has passed rough use and abuse test without plastic protectors.

For more information, please visit www.reliablesprinkler.com and see Bulletin 909. ①

■ Announcement from Tyco

On Wednesday, October 2, 2013, Tyco Fire Protection Products (TFPP) held a grand opening celebration for its new Williams Fire & Hazard Control (WF&HC) facility, located in Port Arthur, Texas. Strategically positioned in the heart of the oil and gas industry's Golden Triangle, the facility includes a testing area, a training and education center, and dedicated research and development, engineering and product manufacturing. Tyco executives and Port Arthur local officials are pictured here conducting a ribbon-cutting ceremony to commemorate the day (pictured below from far left: **Cathy Swearingen**, longest tenured WF&HC employee at 35 years; **John Magura**, vice president, Operations - Americas, TFPP; **George Oliver**, CEO, Tyco; **Deloris Prince**, Mayor of Port Arthur; **Steve Grisko**, general manager, Packaged & Industrial Solutions, TFPP; **Colleen Replier**, president, Tyco Fire Protection Products, **Robert Adams**, plant manager, WF&HC; and **Cressy McCauley**, longest tenured employee in manufacturing at 25 years). ①



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To **Dominick Kasmauskas**

Dear Dominick,

Thank you for speaking at our Code Credit Day Seminar on September 27, 2013. We all appreciate you taking the time to come and talk to us about the Rhode Island Nightclub Tragedy. Everyone in attendance was very impressed and interested in the subject matter.

Best of luck to you and hopefully we will see you soon.

Sincerely,

Patty Cerio
Questar III BOCES

.....

Brother Dominick:

The recent ICC Atlantic City events were a great success for our NYSBOC Organization.

That success was only possible because you were there!

I believe we were able to honor Ron, and I know we were successful in re-electing Rob. Add to that a Chapter Merit Award, and I say we had a good year!

None of this is possible without you—the dedicated members.

My only regret is that, this year, I did not have the ability to spend more time with each of you one-on-one.

However, I did learn some lessons and will do things differently in the future. For instance, on the first day we will have a welcome event just for our members. At that time any shirts pins or other meeting related memorabilia or information will be distributed to all in attendance. Beyond that, if anyone has further suggestions please advise.

Thank you for your continued involvement and support.

Humbly offered,

Yours in 1st Prevention,

James E. Morganson, President
New York State Building Officials Conference

.....

To **Cindy Giedraitis**

Cindy,

I wanted to take a minute to thank you, and the group you brought to our fire department, for the training program you delivered this week. The information was timely, well organized and delivered, and I appreciate the time and effort required in bringing this program to fruition.

In addition to yourself, I would like to thank, in no particular order, Donnie Gampher (Kauffman Fire and Life Safety Company) and Marshal Mullins (Kauffman Fire and Life Safety Company) and Dominick Kasmauskas (NFSA Regional Manager).

The course content was appropriate and seemed to fit the experience level of the group. It was good to have a review of fire protection system components and how they operate. Also, as the discussion progressed, the various questions that arose posed some great discussion that enhanced the learning opportunity.

As you are aware, our fire prevention staff was able to be present during the presentations and their feedback was that the program you delivered was beneficial to our members. In addition to the course content information, another side-benefit of the training was that our members had the opportunity to meet some industry representatives and get some hands-on exposure to the various sprinkler head types and components.

Please express my appreciation to all involved and thanks again for coordinating this training.

Tommy Erickson
Deputy Chief of Safety & Training
South Montgomery County Fire Department

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5	1/2" Angle Valve	1	46-048-1-004
6	Model DPV-1	1	

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21	1"	CH
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