

SQ

MAR/APR 2013 / No. 177

Journal of the
National Fire Sprinkler
Association



2013 BUYER'S GUIDE ISSUE

INSIDE THIS ISSUE:

- Standpipe Outlets in Stairwells
- Supervising and Monitoring Sprinkler Systems
- NFSA's Engineering and Standards Committee
- Key to Training Program Development

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Thanks SAM



Russell P. Fleming, P.E.

This Buyers Guide issue of **SQ** provides a perfect opportunity to thank our Supplier and Manufacturer (SAM) members for their continued support of the National Fire Sprinkler Association. One only has to leaf through these pages to see what an important role these companies play in our industry and our Association.

SAM members have not always been a part of our NFSA efforts. While the fire sprinkler manufacturers have worked alongside installing contractors almost since the inception of the Association, the Suppliers and Manufacturers Council was not formed until 1988, at the same time the SAM membership category was created. Today, a SAM member is defined as "any person, firm, or corporation which manufactures, sells or distributes materials or services whose end use is intended for inclusion in fire sprinkler systems, but who is not eligible for other classes of membership." In other words, not a fire sprinkler manufacturer or installing contractor.

The SAM Council was originally made up of nine representatives elected from among the ranks of the SAM members, but that number was expanded to twelve in 2009. The chair of the SAM Council sits on the NFSA Board of Directors, but because the SAM Council meets in conjunction with the other Councils and Board, it has much more influence than might be expected. SAM Council members participate as members of the wide range of Board Committees, and are also represented with several seats on the NFSA Engineering and Standards Committee. In all of these activities, the SAM members bring their experience and special areas of expertise to assist the NFSA in carrying out its role as the "Voice of the Fire Sprinkler Industry."

Please take the time to review these pages to see which companies are supporting the programs and mission of the NFSA. And if you note that one of your suppliers or distributors is not among the current NFSA SAM members, please take the time to suggest that they join. NFSA is the "big tent" for the fire sprinkler industry, the place where all those who make their living from the fire sprinkler business or otherwise believe in the fire sprinkler concept can work together for the good of the industry. 

A handwritten signature in black ink, appearing to read "Russ Fleming". The signature is fluid and cursive, written over a light gray background.

Russell P. Fleming, *President*

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EVENTS OF INTEREST TO NFSA MEMBERS

calendar

March 5-7, 2013	Inspection & Testing for the Fire Sprinkler Industry	Plano, Texas
March 5, 2013	Spacing of Sprinklers	ONLINE
March 12, 2013	Inspection, Testing & Maintenance for the AHJ	Pataskala, Ohio
March 13, 2013	Hydraulics for Fire Sprinkler Systems	Pataskala, Ohio
March 14, 2013	Foam Water Sprinkler Systems/Basic Seismic Protection	Pataskala, Ohio
March 18-19, 2013	Sprinkler Plan Review Hydraulics & Acceptance Testing	Williamsport, Pennsylvania
March 26, 2013	Selecting Sprinklers	ONLINE
April 6, 2013	Advanced Hydraulics	Las Vegas, Nevada
April 9, 2013	Pumps for Fire Protection	Willoughby, Ohio
April 9, 2013	NFPA 13 Installation Criteria	ONLINE
April 9-11, 2013	Inspection & Testing for the Fire Sprinkler Industry	Baton Rouge, LA
April 10, 2013	Hydraulics for Fire Sprinkler Systems (NFPA13)	Willoughby, Ohio
April 11, 2013	Underground Piping for Fire Protection Systems	Willoughby, Ohio
April 23-25, 2013	Inspection & Testing for the Fire Sprinkler Industry	Corvallis, Oregon
April 23, 2013	Discharge Criteria in NFPA 13	ONLINE
April 24-25, 2013	NFPA 13 Overview	Roseville, California
April 30-May 2, 2013	Inspection & Testing for the Fire Sprinkler Industry	Denver, CO
May 7-8, 2013	NFPA 13 Overview	Rogers, Arkansas
May 7, 2013	Antifreeze in Sprinkler Systems	ONLINE
May 9, 2013	Fire Pump Layout & Sizing/Commissioning & Acceptance Testing	Rogers, Arkansas
May 21, 2013	Water Supplies	ONLINE
June 4, 2013	2013 Edition Criteria for Residential Sprinkler Systems	ONLINE
June 18, 2013	Pump Criteria in the 2013 Edition of NFPA 20	ONLINE

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

The poster features a large, ornate fountain in the foreground with water spraying upwards. In the background, the grand architecture of Caesar's Palace is visible under a clear sky. The NFSA logo is in the top right corner. The main text reads 'NFSA Annual Seminar and North American Fire Sprinkler Expo'. Below that, it says 'April 4-6, 2013 Caesar's Palace Las Vegas, NV'. At the bottom, it mentions 'in partnership with' followed by the logos for CASA and AMRACI. A QR code is located in the bottom right corner.



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Business Relationship to NFSA Membership

Dennis C. Coleman



As you read through this Buyer's Guide issue of **SQ**, you will find an entire section dedicated to the many fine SAM and professional members of the Association. These are companies that through their support of NFSA have demonstrated a long-term commitment to the fire sprinkler industry and as such are deserving of recognition and support by our contractor members who purchase products and services.

As Chair of the Board of Directors and a fire sprinkler contractor, I would like to encourage all our contractor members to give our SAM and professional members first consideration when making purchase decisions. Further, if all the suppliers and manufacturers you conduct business with aren't members, they should be. After all, isn't their success dependent on your success as a fire sprinkler contractor? If you are about to pay an invoice from a supplier or manufacturer and you know they aren't an NFSA member, take a few minutes and include a note to the president of that company, letting them know you are making the strategic decision to do business with those companies who support your Association. Let them know that the success you both share in the fire sprinkler industry is due in large part to the efforts of NFSA working at state and national levels to develop and maintain markets in which all interests in the fire sprinkler industry compete.

Also, as you may know, NFSA invites "Friends of the Industry." This category was established for those companies we as fire sprinkler contractors conduct business with such as a banker, insurance agent, printer or accountant, who may not have a direct interest in the fire sprinkler industry, but still have a vested interest in our success as a business partner. While you are telling them about the many benefits you derive from your NFSA membership as a contractor, you can let them know that 100 percent of their dues as a Friend of the Industry member will go to the Association's Industry Advancement Fund, which in turn sponsors efforts such as those of Common Voices, a group of

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Fred Barall, Secretary	<i>NFSA</i>

industry spokespersons who have turned personal tragedy into fire sprinkler advocacy.

It is through building of symbiotic relationships such as what I have suggested here that we as an organization will together grow stronger. With that in mind, take a few minutes to visit the NFSA website at NFSA.org where membership information for both SAM and Friends of the Industry can be found under the "Why Join NFSA" link. Let's all work together as we continue to strengthen this great organization. ①

Dennis C. Coleman, Chairman of the Board

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Home Improvement Licenses

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

In October 2012, many residents in New York suffered severe damages to their homes due to Hurricane Sandy. Many homeowners are still addressing the damages and repairs needed to rebuild their homes.

For contractors in the New York metropolitan area, it was a golden opportunity to make money in repairing and rebuilding the damages sustained by homeowners.

Before any contractor steps foot in a

residential project, it is necessary that it obtains a home improvement license. This requirement does not apply to electrical or plumbing contractors who possess their own licenses. I have written about the requirements for home improvement licenses in the past and the law still remains the same. Failure to obtain a home improvement license is a valid reason for nonpayment by the homeowner for the work performed. It is essential, therefore, that every contractor who performs work in a residential home obtain a home improvement license for that particular county.

Moreover, many payments are being

made by FEMA or by an insurance company for the renovation work. There is a short period of time for a contractor to file a lien on a residential property. In New York, the law permits a lien to be filed on a residential property within four months from the last day the contractor performed work or furnished materials.

Never let your lien time run out!

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

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By Don Pamplin

I saw a sign that said

“Have You Fastened Your OMG Belt Yet?”

For those limited few who may not be familiar with texting... OMG means “Oh My God” and it is used basically in two ways:

1. When something wonderful is happening to you and you are expressing great joy and excitement;
2. When there is impending danger or something terrible is happening or has happened and you are expressing extreme fear, stress, pain and sadness.

The sign was about texting while driving and wearing seat belts in automobiles and the message was designed to make a significant point not to text and drive and if you don't wear a seatbelt, you stand a very good chance of having a terrible OMG tragedy.

People sometimes get frustrated with government at all levels of life because there seem to be an increasing level of government involvement in making laws, regulations and rules that try to better protect us, not only from other people and dangerous situations, but also from our own carelessness that often can kill or seriously injure not only the person doing the dangerous action, but others who are totally innocent in that specific situation.

Some people would argue that government goes too far in mandating those rules and it infringes on the basic rights of people to make their own decisions on how they want to live. If one doesn't want to wear a helmet when riding a mo-

torcycle, scooter or a bicycle, why should the government force them to do it? If one doesn't want to wear a seat belt when driving or riding in a motor vehicle, then why should the government force them to do it?

If one “jaywalks” illegally, especially when there isn't any significant traffic on the road, why should they be punished with a bylaw ticket that makes them pay money to some government bureaucrat? There are many other examples of this “why do I have to?” list that is ad infinitum in length and continually growing.

Some would argue (especially lawyers) that the real reason for safety laws and regulations are really driven by the tort system of common law in that you can be held responsible for your actions or lack of actions if those actions cause someone else to be killed, injured and/or financially impacted in any way.

- You can't drive a motor vehicle on a highway at any speed you want because that impacts the safety of others using that highway or in your car;
- You can't drive a motor vehicle if you are impaired by alcohol and/or drugs for the same reasons;
- You can't fly a plane or cruise in your boat without conforming to basic navigation rules and regulations that protect you as well as others doing the same thing;

- You can't build a house or any habitable structure without conforming to a suitable building code that protects you and other occupants in that structure or living in close proximity to that structure;
- You can't use unapproved building materials, equipment and structural assembly systems that haven't been certified to a minimum level of performance criteria and safety standards to ensure that all occupants of that building are reasonably safe.

For those of us who have been in the fire service for a number of years, we have seen far too many OMG Situations that take the lives of defenseless adults and children who depend on others to make responsible decisions to properly protect them.

- How about parents who take the batteries out of smoke alarms so their kids can play with their Christmas toys and then later that night those kids die in a

>> CONTINUED ON PAGE 12



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 11

- fire that rages through their home?
- Or the parents who keep forgetting to test and replace batteries in their smoke alarms and their kids (and sometimes the parents too) die in a fire after they've gone to bed and the smoke alarm was not able to warn them to get out in time?
 - Or the father who leaves flammable liquids next to the basement furnace and his two granddaughters sleeping in the basement bedroom later die in a fire caused by that fateful error?
 - Or the parents who allow their children to sleep in a basement bedroom that has only one way in and out and they perish in a fire because of that foolish entrapment?
 - Or the husband who takes fireplace ashes out of the fireplace because the kids are concerned that Santa won't be able to come down the hot chimney and then he leaves the ashes in the house which later starts a fire that kills three children and both grandparents?

This list is also ad infinitum and it absolutely boggles all reasonable thinking that people would do such OMG actions.

Now we have a new level of OMG Situations that will cause even more fire deaths. These deaths are often happening to those who are courageously trying to prevent others from dying in a residential fire! I'm referring to lightweight construction and firefighter safety. On January 23, 2013, Owego, New York Fire Captain Mathew Porcari, age 34, died fighting a house fire in Newark Valley. He fell through a lightweight constructed floor system into the burning basement below. His partner also fell partially through the floor but was able to get out before the house was totally destroyed by the fire, with only the basement concrete walls left standing. This isn't the first time this has happened to fire crews entering new homes that are on fire. This type of unfortunate death is now occurring more often and the following statistics will sadly tell you why.

Lightweight construction is a system

of using "engineered wood components" instead of using heavier dimensionally cut lumber that is assembled on-site to build floor, ceiling and rafter components of a residentially "framed" house.

The use of engineered wood products has grown significantly since the 1960's

"When you consider the millions of new homes that have been built using lightweight construction systems, this has now become a major threat to the North American Fire Service."

when they were first introduced. According to APA, the Engineered Wood Association, that type of residential construction has increased more than ten-fold since the 1980's, with the U.S. and Canada combining for 1.28 billion linear feet of engineered components in 2004, at the peak of the housing boom. APA estimates that engineered I-joists comprised 4 to 6 percent of the market in the 1980's. By 2002, surveys showed that I-joists had achieved 44 percent of single-family floors. APA estimates that 58 percent of I-joists are used in new residential construction, 24 percent are used in non-residential building construction and 18 percent used in repair and remodeling projects. Surveys conducted by the National Association of Home Builders Research Center indicate that in 2007, I-joists were used to build 48 percent of the single-family floor area and 40 percent of the multifamily "raised" floor areas. That equates to a lot more firefighters going through those floors, being seriously injured and possibly dying.

It's not the problem of lightweight construction. It's what happens when lightweight construction is exposed to fire and loses its load designed capabilities. An Underwriters Laboratories Study, "Report on Structural Stability of Engineered Lumber in Fire Conditions" was completed in late 2008 and it clearly established that their testing experiments documented striking differences between traditional and engineered systems:

- Traditionally constructed floor systems, without a drywall ceiling to protect its underside, withstood the test fire for 18 minutes before collapsing;
- An engineered wooden I-joist system,

without a drywall ceiling to protect its underside collapsed in approximately six minutes.

That's just about the same time that flashover is happening with 1000 to 1500 degrees Fahrenheit internal heat in the

structure and the fire department is entering the building to fight the fire and / or rescue those trapped inside. When you consider the millions of new homes that have been built using lightweight construction systems, this has now become a major threat to the North American Fire Service. Fire department Incident Commanders at those fire scenes are now properly evaluating whether or not it is safe to send fire crews inside residential structures when they suspect there is a possibility that lightweight construction is a factor in that fire.

There is a perfect solution to this avoidable crisis. Mandate residential fire sprinkler protection in all homes that have lightweight engineered framing structures in them. With this type of fire protection, the following will happen:

- The fire will be out or under control before flashover happens;
- The fire will be out or under control before the fire department arrives;
- The occupants of the home will have survived the fire without serious injury or any injuries at all;
- No firefighters will be injured or die in this fire;
- Insurance costs for repairs and restoration will be significantly reduced;

Best of all... there will be an "OMG REACTION" but it will be one of happiness instead of despair and ruin! 🙏

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

Needs Based Assessment is the Key to Training Development

By James D. Lake

At NFSA we put a high priority of designing our learning event in response to the identified needs of a target audience. That means we spend a lot of time listening before we begin the development of new training and education seminars.

Just within the last few months I have had many conversations and meetings with individuals and chapters identifying their needs. Here are a few examples of how we get our input from our members in determining what training is necessary.

For the workshop sessions at the **NFSA Annual Seminar and North American Fire Sprinkler Expo™**, we received direction on the topics of interest from the Seminar and Exhibition Committee, a group of our members that provides guidance on the development of our annual seminars. When they identified the topics, we went out and secured the top experts in those respective areas to give presentations.

Advanced Topics

Late last year, I was contacted by a few contractor members who were interested in having a discussion on how we could identify and deliver advanced topics at regional member seminars as well as on the web. Vice President of Engineering, Ken Isman and I listened to this group and agreed that we would expand the conversations through a discussion group a couple of times a year to identify specific topics and provide a means of securing speakers for their meetings.

I have done a fair amount of traveling in the beginning of 2013. In January, I met with members of the New York Fire Sprinkler Contractors Association, a group in the metropolitan New York City area, to discuss their needs for inspection technician training as well as outreach to authorities with NFSA seminars. I then traveled to Baltimore to meet with Mid-Atlantic Regional Manager Ray Lonabaugh and a group of members that are forming the Capital District Chapter of NFSA to discuss how NFSA training and education programs can provide a focus for the group and assist them in having a positive influence in their area. Later that month, I traveled to California and met with West Regional Manager Bruce Lecair, Director of Inspection Testing and Maintenance Jason Webb and Jack Thacker, West Area Director to discuss and develop a series of seminars that will address the unique requirements for sprinklers in California, especially as it pertains to inspection, testing and maintenance. Finally I traveled again with Bruce Lecair to Arizona where I met with Southwest Area Director and the Arizona Chapter of NFSA to explore what their training needs were and how we could best meet them.

These meetings form the basis not just for scheduling seminars, but for developing learning objectives that meet the needs in specific areas. Most of the time the needs are common throughout the country and NFSA's training and education materials and seminars are sufficient and all-encompassing to meet any need. However, every now and again we come across special

needs in certain areas that require a bit of tailoring and a more specific focus so we develop objectives and outcomes to meet that need.

These objectives/outcomes are the focus of continuing education and training and indicate what a learner will master by the end of a learning event.

Success

It is a challenge to determine what the learner needs and how to keep it current, as well as showing how learning needs and objectives/outcomes are linked. That is how conversations with our members have benefited us most. The dialog goes a long way to ensuring a successful learning event.

If you have an idea for training, or an identified need in your area, please contact your regional manager or me and let's deliver the needed training.📞



James D. Lake

Vice President
of Training and
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MARCH 12, 2013

Spacing of Sprinklers

BASIC
TBD

The rules for determining acceptable spacing for spray sprinklers will be reviewed. This includes pendent, upright and sidewall styles. Maximum and minimum distances between sprinklers and those from sprinklers to walls will be covered along with the calculation of allowable coverage areas per sprinkler. Spacing the sprinklers will also incorporate identification of obstructions and the appropriate distances that need to be maintained.

MARCH 26, 2013

Selecting Sprinklers

BASIC
Jeff Hugo, CBO

Selecting fire sprinklers for a project can be a task even to the most experienced layout technician. This program details the types of available sprinklers, such as their positioning, placement, temperature ratings, response, K-factors, and unique listing characteristics to guide the user towards wise selections and cost efficient solutions. Discussion will also cover how the entire design team needs take an active role in the type of sprinkler chosen so that all of the benefits can be used.

APRIL 9, 2013

NFPA 13 Installation Criteria, 2013 Edition

INTERMEDIATE
Karl Wiegand, E.I.T.

The new edition of NFPA 13 has brought about some significant changes to the installation requirements for sprinkler systems. These changes include allowable system sizes, the definition of a system, CPVC compatibility requirements, and many others. This presentation will cover all of the major changes to the installation requirements of NFPA 13, 2013 Edition including the changes to the hanging and bracing requirements.

APRIL 23, 2013

Discharge Criteria in NFPA 13, 2013 Edition

INTERMEDIATE
Kenneth E. Isman, P.E.

The 2013 Edition of NFPA 13 was released by the NFPA in September of 2012 with many changes to the rules for the discharge criteria for fire sprinkler systems. This seminar will focus on the major changes including clarification of the application of the 3000 sq ft rule, the addition of criteria for protecting rack storage of exposed plastics, and the inclusion of a new chapter with more protection options.

MAY 7, 2013

Antifreeze in Sprinkler Systems - Revising 70 Years of Conventional Wisdom

INTERMEDIATE/ADVANCED
James D. Lake

Antifreeze has been permitted in sprinkler systems for decades. It has become a commonly utilized alternative for the protection of sprinkler piping in unheated spaces. As a result of two tragic fire events the use of antifreeze in sprinkler systems has undergone intense scrutiny and research that has resulted in a series of sweeping changes in how it can be used. This webinar will explore the history of antifreeze in sprinkler systems, provide an overview of the research that influenced the changes in the requirements, and the final results of numerous amendments as they appear now in the NFPA standards.

MAY 21, 2013

Water Supplies

INTERMEDIATE
Karl Wiegand, E.I.T.

The 2013 Editions of NFPA 13, NFPA 22, and NFPA 24 have brought about some changes to the water supply requirements. Some of these include changes on suggested backflow protection requirements and water supply safety factors. This presentation will cover all of the major updates to the water supply requirements for fire sprinkler systems.

JUNE 4, 2013

2013 Edition Criteria for Residential Sprinkler Systems

INTERMEDIATE
Victoria B. Valentine, P.E.

With the growing installation of sprinklers in residential occupancies, it is important to be aware of the changes made for the 2013 editions of NFPA 13, NFPA 13R and NFPA 13D. Although residential sprinklers are used in all three standards, there are differences in the criteria for each type of system. This presentation will cover the changes in the spacing and location of sprinklers in residential spaces, including shadow areas, dry sprinklers and obstructions.

JUNE 18, 2013

Pump Criteria in the 2013 Edition of NFPA 20

INTERMEDIATE
Kenneth E. Isman, P.E.

The 2013 Edition of NFPA 20 was released by the NFPA in September of 2012 with many changes to the rules for the design and installation of fire pumps. This seminar will focus on the major changes including testing arrangements for systems with meters, evaluating reliability of water supplies and limited service controllers. The presentation will also look at trends in the industry such as the vertical staging of pumps in series that generated a great deal of discussion during the revision cycle, but ultimately resulted in no changes to the document.

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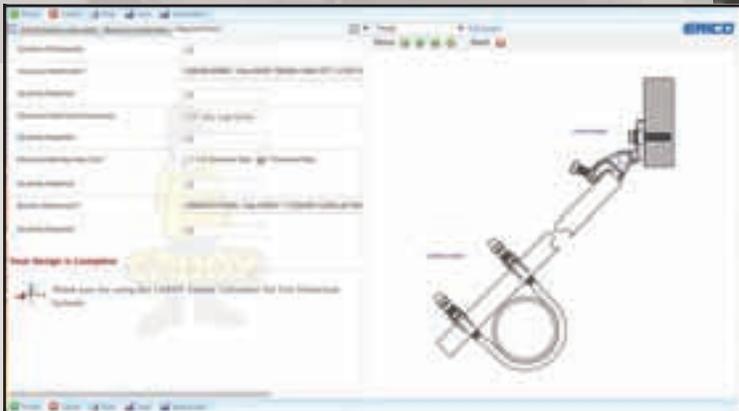
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Standpipe Outlets in Stairwells: Main Floor Landings vs. Intermediate Landings

By Kenneth E. Isman, P.E.

For many years, a discussion has occurred on where the outlets for standpipe systems should be located within exit stairwells.

Some people believe that the best location for the outlets is on the main floor landings within the stairwell. Others believe that the best location for the outlets is at the intermediate landings between floors. The debate has led to different requirements in NFPA 14 and the building/fire codes over the years. This article will discuss both the requirements in the codes and the pros and cons of each potential decision.

Prior to 1993, NFPA 14 required the outlets to be at the main floor landings. When the committee prepared the 1993 edition of NFPA 14, they changed the rule to require the outlet at the intermediate floor landing, unless the Authority Having Jurisdiction permitted the installation of the outlets at the main floor landing. The committee officially stated three reasons for their change:

1. With outlets at intermediate landings, firefighters could use less hose to fight most fires.
2. There would be a hydraulic advantage if the hose could be connected at the outlet above the fire floor.
3. There can be congestion at the main floor landing during a fire (especially since the Americans With Disabilities act was passed around this time, man-

dating a place of refuge for people in wheelchairs and the main floor landing in the stairwell was a common location for this new building feature).

The argument that a firefighter would actually use less hose is a bit weak. Most firefighting standard operating procedures are to attack a fire with two hose lines from a single stairwell. With only one outlet at any landing (main floor or intermediate), the total hose required to bring two lines to the same stairwell door would be the same whether the hoses came from intermediate landings above and below the fire floor or the main (fire) floor and the main landing on the next floor below. Also, many firefighting standard operating procedures do not allow for the firefighters to connect to hose outlets above the fire floor. If this is the case, hose outlets at intermediate landings would cause firefighters to use more hose.

The argument for the hydraulic advantage is similarly weak. The final pressure due to elevation at a hose at the fire floor is not dependent on the path that the water takes to get to the floor. While the water will gain energy if it goes downhill from an outlet above the fire floor, it lost that energy in going up to the outlet, so there is no net gain due to elevation. You could make the case that the total water pressure would be less if the water went up the standpipe higher than the fire floor and then came back down through a hose due to the excess friction loss of having

the water travel a longer path to get to the fire floor.

The third reason, congestion at the main landing certainly merits some thought. While there may be some initial congestion at the main floor landing on the fire floor due to the staging of people with mobility challenges, the first activity of responding fire fighters will be to rescue those individuals, prior to putting hoses in service to fight the fire. So, this congestion is real, but it should not last into the time period where hoses are being put into service. However, there is some merit to the argument that the actual hose at the main floor landing can be a challenge. When firefighters connect 100 ft or 200 ft of hose to a standpipe outlet, they need to fill that hose with pressurized water before opening the door and going through it to fight the fire. All of that hose right at the main floor landing can be a problem as the firefighters are staging and in the initial moments of fighting the fire.

There is a legitimate concern regarding the installation of hose connections on the main floor landings that was not

>> CONTINUED ON PAGE 19



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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>> CONTINUED FROM PAGE 17

mentioned in the committee's official reason for wanting the outlets on the intermediate landings: the fact that fire hose is extremely rigid when pressurized and it is difficult to get the hose to bend through a 180 degree turn in a very short distance. If the standpipe outlet is on the main floor landing, it is usually on the same wall as the door, or near it. In order for the firefighters to connect hose at the fire floor, and then take that hose through the door to fight the fire, they have to bend the hose around and get it through the door, which can be a significant challenge. If the outlets are installed on the intermediate landings, the hose is usually pointed in the right direction (up or down the stairs) when it is connected, making it easier for the firefighters to get the hose to the fire floor and through the door.

For all issues of NFPA 14 from 1993 to 2007, the same language existed regarding the location of the standpipe outlets. A base requirement existed for the outlets to be on the intermediate landings, but the AHJ was allowed to accept the installation of the outlets on the main floor landing.

The language in all of the editions of the International Building Code and International Fire Code from 2000 to 2012 is very similar to the language of NFPA 14. Section 905.4(1) states that the outlets can be installed at the intermediate floor level, but also allows the AHJ to accept

the outlets at any other location, including the main floor level.

During the preparation of the 2010 edition of NFPA 14, the committee heard from a number of contractors that were having trouble installing standpipe outlets at intermediate landings in stairwells and were encountering AHJ's that would not let them move the outlets to the main floor landings because they did not understand the issues involved and did not feel that they should override the apparent preference that NFPA 14 stated for outlets at the intermediate landing. These contractors raised two significant concerns with the installation of outlets at the intermediate landing:

1. The size of the intermediate landing is determined by the occupant load that will be using the stairwell. The minimum width of the exit path is established for safe egress of the occupants, and no object is allowed to intrude into that space being used for egress. Architects have not been making intermediate landings with sufficient space for both egress and standpipe equipment.
2. Standpipe risers are frequently also used as sprinkler system risers for the same building. When the outlets are at the main floor landing, the connection for the sprinkler system protecting that same floor is about 6 ft over the land-

ing, which is relatively easy to install safely. But when the outlet is at the intermediate landing, the connection for the sprinkler system for the next floor up either needs to be made 12 ft above the intermediate landing or it can be made lower with the piping going up somewhere in the shaft. This extra piping and fittings add to the cost of the sprinkler system and add to the difficulty of safely installing the piping due to the challenge of using ladders or building scaffolds on stairs.

The committee thought about these issues and weighed all of the previous discussions on the subject and decided to change NFPA 14. The 2010 edition of NFPA 14 now specifically states that the outlets are to be installed at the main floor landings unless the AHJ requires the outlets at the intermediate floor landing.

We now have a situation where NFPA 14 and the International Building Code and International Fire Code use different words, but they don't really contradict each other. Both documents ultimately allow the AHJ to decide where they want their standpipe outlets. Hopefully, the standpipe/sprinkler contractor and the AHJ can think about each of the issues raised in this article and come to an agreement as to which is the best location for the standpipe outlets that is best for each building situation. ①

FUTURE NFSA ANNUAL SEMINAR SCHEDULE

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The Fire Sprinkler Guide - 2009 Codes Edition is Now Available!

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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Supervising and Monitoring Sprinkler Systems

By Jeff Hugo, CBO

When building codes increase reliability on the life and property protection of fire sprinkler systems, it is because of their high percentage of successful fire control and suppression, which saves countless lives and millions of dollars each year. Fire sprinkler system failure is rare. When a fire sprinkler system is unable to control a fire, one of the major reasons is that it had been turned off or had not been returned to service.

Our current codes recognize the importance of fire sprinkler systems and have two ways to make sure sprinkler systems are operable. First, the building codes (IBC, NFPA 5000, etc.) require that all fire sprinkler systems be inspected, tested and maintained according to the fire codes (IFC, NFPA 1). These fire codes reference NFPA 25, the Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems. Secondly, the building codes require the supervision and monitoring of sprinkler systems.

NFPA 13 and NFPA 13R are the installation standards for sprinkler installation and have rules for supervision. However, the building code requirements do supersede these rules. For the few areas left that do not have an adopted building code, I'll briefly discuss the rules for the 2013 edition of NFPA 13.

Supervision under NFPA 13

Valves on connections to water supplies (municipal, tanks, etc), sectional control valves and isolation valves, and other valves in piping that supply sprinklers shall be supervised by one of the following:

1. Central station, proprietary, or remote station signaling service.
2. Local signaling service that will cause the sounding of an audible signal at a constantly attended point.
3. Valves locked in the correct position.
4. Valves located within fenced enclosures under the control of the owner, sealed in the open position, and inspected weekly as part of an approved procedure.

Numbers 1 and 2 are the norm for systems under a building code, such as the IBC. However, NFPA 13 does permit locking the valve in the open (or correct) position. I still see this on new systems in jurisdictions that are under the IBC. This practice would be incorrect since the building code overrules the standard (for example: IBC over NFPA 13). We get several calls a year from contractors who question this sudden "change" in the codes. If there is a building code in the jurisdiction, chances are extremely high that just locking a valve open would be prohibited. The point in supervising a valve is to sound an alarm when it is being closed or tampered with and an alarm is sounded at an off-site business (usually) that can track the activity.

The Building Code can Supersede the Standard

Many times the code and reference standards work hand in hand, sharing the same path to health, safety and welfare. However in times when code and the standard conflict, many ask what prevails or which provision can be used. In the 2012 IBC, for example, what prevails is detailed in Section 102.7: The codes and standards referenced in this code shall be those that are listed in Chapter 45 and such codes and standards shall be considered part of the requirements of this code to the prescribed extent of each such reference. Where differences occur between the provisions of this code and the referenced standards, the provisions of this code shall apply. The 2012 Life Safety Code (NFPA 101) states in Section 1.3.2: Where the requirements of a referenced code or standard differ from the requirements of this Code, the requirements of this Code shall govern.

Both codes end up with the same conclusion: the provisions or requirements of the code shall apply or govern

>> CONTINUED ON PAGE 23



Jeff is NFSA's
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>> CONTINUED FROM PAGE 21

over the referenced standard. In this article on supervision, the building code requirements will overrule the standard as mentioned already.

Supervision under the IBC

As mentioned in the beginning, the IBC recognizes that a closed valve is the leading cause of an automatic sprinkler system failure. There are also a number of other critical appurtenances, components and devices that contribute to successful sprinkler system operation. The IBC requires that these various critical elements that contribute to the available water supply and to the function of the sprinkler system shall be electrically supervised by a listed fire alarm control unit. Here is a list of what is required by the IBC to be electrically supervised:

- Valves on connections to water supplies
- Valves on backflow preventers
- Pumps
- Water tanks
- Water levels and temperatures
- Air pressure maintenance devices
- Waterflow switches

The IBC lists a few exceptions to the above supervisory requirements for certain systems, such as; NFPA 13D and IRC P2904 systems, limited area systems (under 20 sprinklers) and NFPA 13R systems when the water line feeding the domestic and fire system is common or combined.

While NFPA 13 permits any valve to be sealed and locked in the correction position, the IBC limits to only five types of valves to be sealed in the open position:

1. The jockey pump control valve
2. Control valves to commercial kitchen hoods, paint spray booths and dip tanks
3. Fuel supply control valves for fire pumps
4. Trim valves to pressure switches for dry, preaction, and deluge sprinkler system
5. Backflow preventer test valves on limited area fire sprinkler systems.

Monitoring the Supervision

Automatic sprinkler systems must be su-

pervised as a means of determining that the system is operational. Required systems are then required to be monitored by an approved supervising service to comply with NFPA 72. Monitoring these signals insures that someone is always watching over the system, whether it is being tampered with or is in operation.

The IBC requires that the alarm, supervisory and trouble signals to be (distinct in sound) automatically sent to an approved supervising station. The fire code official (the IBC transfers authority to the fire code official and fire chief in some instances) does have the authority to permit these signals to announce at a constantly attended location, such as a guards station. There is one exception; key or hub box valves located at the street that are provided by the water authority are not required to be monitored.

NFPA 72 recognizes central stations, remote supervising stations or proprietary supervising stations as approved supervising stations:

- Central station is an independent off-site facility operated and maintained by personnel whose primary business is to furnish, maintain, record and supervise a signaling system.
- Proprietary system is similar to a central station system; however, a proprietary system is typically an on-site facility monitoring a number of buildings on the same site for the same owner.
- Remote station system has an alarm signal that is transmitted to a remote location acceptable to the authority having jurisdiction and that is attended 24 hours a day, typically a fire station or telephone answering service.

Fire sprinkler contractors play a major role in the building code, as they are installing and maintaining systems to operate when fire occurs. Every sprinkler save is potentially a life saved and many dollars saved. Making sure these systems operate all the time is at the core of the mission of NFSA. 

MEMBERSHIP



Over 200 Texas Sub Contractors visited the Texas State Capitol on Wednesday, January 29, 2013 to inform their legislators about common issues that affect all subcontractors in Texas. NSFA was represented by members of the Kauffman Company, **Chero-Key Piping**, and **Cindy Giedraitis** (2nd from left).



NFSA South Central Area Director **John Kauffman**, on the way to the nation's Capitol where meetings were scheduled with all statewide representatives.

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Founded:

1991

Primary Products/Services:

Fire Sprinkler Fabrication & Supply

Market Area:

Northeastern United States

Hours of Operation:

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

Management:

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

Sales Contact:

Mike Stango, Vice President of Sales
Tel: 215.260.4400

Company Profile:

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

Aegis Technologies, Inc.

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

Founded:

2007

Primary Products/Services:

Manufacturer of Specialty Fire Protection Fittings

Market Area:

Worldwide

Hours of Operation:

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

Management:

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

Sales Contact:

Terry Clark, V.P. Sales

Email:

tclark@aegistechnologiesinc.com

Company Profile:

Aegis Technologies, Inc. is a domestic speciality fittings manufacturer that has the knowhow, experience, and determination to provide your fitters with high quality fittings at a value that will help you continue to realize material and labor savings. The Aegis product offering consist of the Adjuster adjustable sprinkler drop and the Dropster non-adjustable sprinkler drop. The Adjuster is an inexpensive fitting that saves comeback labor by addressing the installation variances in the horizontal plane which account for the majority of comeback costs. The Dropster eliminates the traditional make-up labor of a reducing coupling and nipple in the field or shop. The Adjuster and Dropster are...

- Labor saving. • Designed for wet or dry systems in accordance to NFPA 13, 13R, & 13D. • Listed in accordance to UL 1474 5th edition with qualifying tests up to 1500 psi. • Approved in accordance to FM Class 1631 with qualifying tests up to 1200 psi. • Made of high strength carbon steel & high performance EPDM rubber. • Machined to very close tolerances with threads conforming to ANSI B1.20.1 NPT or better. • Zinc Chromate Plated for increased corrosion resistance. (Standard on the Adjuster, Optional on the Dropster) • Fully traceable with a lot number marked on each unit. • Pressure tested prior to shipment. • Made in U.S.A. • Quality. All material batches are checked by independent laboratories to insure all material standards are met.

AFCON

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

Founded:

1952

Primary Products/Services:

Pipe Hanger Products, Sway Braces, Software

Market Area:

Worldwide

Hours of Operation:

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

Management:

Kraig Kirschner, President
 Randy Leonhardt
 Susan Guzman
 Maria Medina

Company Profile:

Fire sprinkler hanging, bracing and software products. Many patented features to enhance product installation. Advisory from an experienced perspective. Software that is intuitive.

Allied Tube & Conduit

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

Founded:

1959

Primary Products/Services:

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

Market Area:

National

Hours of Operation:

8 a.m.-5 p.m.

Management:

John P. Williamson, President and CEO
 Ed Kurasz, Executive Vice President-Sales
 Bob Pereira, President, AFC Cable
 Steve Elsdon, President, Unistrut Int'l.
 Sales Contact: Mark Marcossou, Field Sales
 Manager-Sprinkler

Email:

mmarcossou@atkore.com

Company Profile:

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

Ames Fire & Waterworks

1485 Tanforan Ave
 Woodland, California 95776-6108
 Telephone: 916.928.0123
 FAX: 916.928.9333
 Internet: www.amesfirewater.com

Founded:

1910

Primary Products/Services:

Backflow Prevention

Market Area:

Worldwide

Hours of Operation:

8:00 a.m.-5:00 p.m. PST

Management:

David Johnson, Vice President of Sales

Company Profile:

Ames Fire & Waterworks, part of the Watts Water Technologies family, designs, manufactures and sells an extensive line of backflow preventers, automatic control valves, and related flow control products. Ames features lightweight stainless steel construction, low pressure loss and optional grooved-end butterfly shutoff valves with integral tamper switch. Optional body configurations include horizontal, vertical flow up, vertical flow up and down N-shape and Z shape.

Amtrol, Inc.

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

Management:

Wolfgang Neumann, Product Manager

Anvil International, Inc.

2 Holland Way
 Exeter, NH 03833
 Phone: 603-418-2828
 Fax: 603-418-2833
 Toll Free: 800-301-2701
 Internet: www.anvilintl.com

Founded:

1850

Primary Products/Services:

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

Market Area:

International

Hours of Operation:

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

Management:

Mitch Beville, Director of Sales-East
 Brian Reef, Director of Sales, West
 Brandon Gunnell, Director of Marketing
 Sales Contact: Debi Skyberg, National Inside
 Sales Manager

Tel: 708.885.3000

Fax: 708.534.5441

Company Profile:

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

**APEX Pumping Equipment, Inc.**

720 Heartland Drive, Unit P
 Sugar Grove, Illinois 60554
 Tel: 630.466.4488
 Toll Free: 866.563.2739
 FAX: 630.466.4499
 Internet: www.262apex.com

Founded:

1996

Primary Products/Services:

Fire Pumps, Full Repair Service, NFPA 25 fire pump testing service, Nitrogen Generation, Fire Pump Controllers, Patented Fire Pump Exercising Monitoring Device, Jockey Pumps & Controllers (in stock), Exclusive UL Listed Residential Fire Pumps, Temporary Portable Fire Pump, Tanks, and fire pump flow test meters, hose headers and accessories (in stock), GVI Zone Check and Live Tap Systems

Market Area:

Illinois, Indiana, Iowa, Nebraska, Minnesota, Wisconsin, and Michigan including some products nationwide and even worldwide.

NATIONAL FIRE SPRINKLER ASSOCIATION

Hours of Operation:

Mon.-Fri. 8:00 a.m.-5:00 p.m. w/ 24 hr. emergency service

Management:

Brad Clemmons, President

Vince Rodriguez, Vice President & Service Manager

Steve Holzkopf, Office Manager, Sales Manager

Sales Contact:

Steve Holzkopf, Rich Ransford, Don Rasmussen, Vince Rodriguez, Andre Rincon, Bill Kellen (north), Randy Benesh (west and NW)

Tel: 815.677.5340,
630.269.5598,
630.392.4498,
630.706.0782,
414.737.2810

Company Profile:

Founded in 1996 on the premise of conducting business in an honest, fair, dedicated and unique way, APEX has grown from one man, its founder Brad Clemmons to a bustling business with 16 team members housed in a 4000 sq. ft. sales and service facility located in Sugar Grove, Illinois with an office in Cedar Rapids IA and Oak Creek WI. Since 1996, APEX has added numerous products and we presently have five full-time service trucks on the road and offer 24-hour emergency service for fire pumps, motors, engines and controllers as well as the equipment below. We also stock many products and represent many manufacturers. From your, fire pump repair-leaks to restoration needs, water storage tanks, disinfecting chlorination, MIC/corrosion inhibiting nitrogen generators, pumps, motors, diesel engines, controllers, patented exercising/ fire pump monitoring device, green technology fire pump flow meters, devices that conduct routine checks on flow switches, to temporary fire pump trailer to protect when failure or disaster strikes-We Supply solutions.



Apollo Valves/Conbraco Industries

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

Primary Products/Services:

Flow Controls-Ball Valves, Backflow Preventers

Market Area:

Worldwide

Hours of Operation:

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

Management:

Pete Chapman, General Manager, Backflow Prevention

Cal Mosack, Executive Vice President, Sales & Marketing

John Wells, Director, Sales Administration

Sean Perry, Technical Sales Manager

Sales Contact:

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

Company Profile:

Apollo Valves/Conbraco Industries— Employing 1,200 people to manufacture and market MADE IN AMERICA valve products. Featuring UL/FM Backflow Preventers, UL Ball Valves, UL 300# pressure and relief controls. Introducing the new Stainless Steel 4A / 4An DC, DCDA, RPZ, and RPDA assemblies in 2½”-8” sizes, featuring light weight SS, short lay lengths, vertical & horizontal approvals, low flat pressure loss performance with mix/match grooved butterfly, or OS&Y, or Post Indicator shutoffs for ease of installation in any fire protection application, and the new UL/FM approved carbon and stainless steel Apollo XPress for Fire Protection Systems.



ARGCO

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

Founded:

1981

Primary Products/Services:

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

Market Area:

International

Hours of Operation:

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

Management:

Tom Tallman, General Manager

Lawrence Kent, Sales

Buck Eilers, Sales

Woody Witwer, Sales

Sales Contact:

Tom Tallman, Gen. Mgr.
Telephone: 800.854.1015
FAX: 760.727.3270

Company Profile:

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



Atlantic American

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

Founded:

1985

Primary Products/Services:

Fire Protection Products

Market Area:

Maine to North Carolina

Hours of Operation:

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

Management:

Paul DeCamara, Sr. President

Patrick Roche, Vice President

Robert MacGeorge, V.P., Operations

John Beck, Steel Pipe Division Manager

Sales Contact:

Bill Devlin, Sales Manager

Company Profile:

Atlantic American Fire Equipment Company is a leading wholesale material supplier to the fire protection industry. We provide top quality products at very competitive prices to commercial and residential fire sprinkler contractors throughout the Mid-Atlantic and Northeast regions of the U.S. The company was founded by Paul DeCamera and Patrick Roche in 1985, based on a vision of providing quality products and service to our customers. Since then, we have grown by adding five warehouses strategically located throughout a 13-state region, allowing us to take our service to an even higher level. Our plans include adding more warehouses to support the demand for our products and services. We insist upon well-stocked inventories resulting in excellent fill rates, making us your one stop shop for the best sprinkler system components available on the market today.



Aurora Pump

800 Airport Road
North Aurora, Illinois 60542
Telephone: 630.859.7004
FAX: 630.859.7003
Internet: www.aurorapump.com



**BAVCO**

20435 South Susana Road
Long Beach, California 90810
Telephone: 310.639.5231
FAX: 310.639.0721
Email: info@bavco.com
Internet: www.bavco.com

Founded:
1977

Primary Products/Services:
Master Parts Distributor-Backflow Prevention Products

Market Area:
USA

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

Sales Contact:
Sales Department

Company Profile:
BAVCO is the largest Master Part Distributor of original factory parts for backflow preventers. Every part for every model & size of assembly is in stock & ready for our same day shipping guarantee. To help you easily access assembly information, we have compiled the BAVCO Reference Manual. The manual is the first comprehensive collection of breakdowns, repair information, specifications and dimensions for all 22 of the backflow assembly manufacturers. Visit our website at www.bavco.com where you can access the BAVCO Reference Manual. We can help with your repair parts needs. We are repair parts specialists. 800.458.3492

**BlazeMaster® Fire Sprinkler Systems – Lubrizol**

9911 Brecksville Road
Cleveland, Ohio 44141
Telephone: 216.447.5000
Toll-Free: 888.234.2436
FAX: 216.447.5750
Internet: www.blazemaster.com

Founded:
1984/Lubrizol founded 1928

Primary Products/Services:
BlazeMaster® CPVC for pipe and fittings

Management:
Matthew Kuwatch, Global Business Director
Gary L. Johnson, Market Segment Manager - Americas
Jeff Gibson, Key Accounts Manager – North America
Julie Schade, Program Manager – FBC™ System Compatible Program

Sales and Marketing Department
Telephone: 1 855-735-1431
Connect with us @LZ_CPVC
www.blazemaster.com

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

**Buckeye Fire Equipment Company**

1170 West Corporate Drive
Suite 201
Arlington, Texas 76006
Telephone: 817.633.3626
Toll-Free: 877.391.3626
FAX: 817.633.5884
Internet: www.buckeyef.com/fire

Founded:
1967

Primary Products/Services:
Fire Protection Equipment

Market Area:
Worldwide

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

Management:
Robert Taylor, System Sales Engineer
Jim Devonshire, Manager, Foam Business Development

Company Profile:
Buckeye Fire Equipment Company has a full range of fire fighting foam concentrates, hardware, proportioning and delivery systems to the sprinkler industry. We have a full line of AFFF aqueous film forming foam concentrates, along with high expansion and protein based concentrates for specific applications. Each of these products are considered "Earth-Friendly" and do not require reporting to the EPA in the event of a discharge. Our hardware line includes bladder tanks, ratio controllers, monitors, balanced pressure proportioning systems with foam concentrate pumps, I.L.B.P. modules, foam chambers and foam makers. We offer design assistance in accordance with the appropriate NFPA codes and standards and a Foam Agent and Systems Application Guide is available in Hard Cover and CD-ROM versions,

free of charge. Please contact us for additional information.

**BuildingReports**

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

Founded:
1999

Primary Products/Services:
Web-based inspection reporting services

Market Area:
Worldwide

Management:
Brett Brewster, Pres.& CEO

Sales Contact:
sales@buildingreports.com

Company Profile:
BuildingReports innovative fire and life safety inspection reporting solutions provide accurate, trusted inspections that are fully documented in compliance with regulatory standards.

**Chemguard, Inc.**

204 South 6th Avenue
Mansfield, Texas 76063
Telephone: 817.473.9964
Toll Free: 800.222.3710
FAX: 817.473.6590

Founded:
1987

Primary Products/Services:
Manufacturer of fire suppression foam concentrates and fire suppression systems.

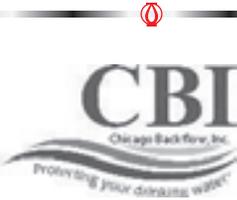
Hours of Operation:
8:00 a.m. – 5:00 p.m. Mon.-Fri.

Management:
Roger Bower, President
Twana Connors, Senior Vice President
John Vieweger, VP, Sales and Marketing
Sales Contact: John Vieweger, VP Sales & Marketing
Telephone: 817.473.9964
FAX: 817.473.6590

Company Profile:
ISO 9001:2000 certified, Chemguard manufactures UL and FM approved fire-suppression foam concentrates, fire-fighting hardware and engineered foam systems for industrial, military, municipal, offshore, petrochemical/energy, transportation/

NATIONAL FIRE SPRINKLER ASSOCIATION

freight and aircraft hangar applications around the world. Our extensive line of high-quality, durable and field-proven fire-fighting hardware includes fixed systems, self-contained foam units and large dry chemical skid units. We custom engineered trailer- and skid-mounted foam systems, self-contained foam units and large dry chemical skid units. We utilize global blending facilities to ship orders quickly-including emergency foam concentrate requests. Customer support includes laboratory analysis, live fire testing, technical application and design assistance and custom training on or off site



Chicago Backflow, Inc. aka CB Marketing

12607 S. Laramie Avenue
Alsip, Illinois 60803
Telephone: 708.389.5600
Toll Free: 866.BACKFLOW
FAX: 708.389.5632
Internet: www.backflow.com

Founded:
1993

Primary Products/Services:
Backflow Assembly Testing

Market Area:
Illinois, Northwest Indiana, Mississippi, Arkansas, Louisiana

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

Management:
Donald J. Smith, President
Michael D. Eisenhauer, Secretary
Brett Scharpenter, Vice President
Katie Rager, Operations Manager

Sales Contact:
Katie Rager, Operations Manager

Company Profile:
USA's largest backflow testing and maintenance company that is exclusively dedicated to the installation, testing and maintenance of backflow assemblies. With a unique understanding of fire sprinkler systems, Chicago Backflow, Inc. also has a products group within CBI that operates under the CBI banner aka CB Marketing, which is a manufacturers rep and service organization for Ames, Patterson Fire Pumps, Fire Pump Controls (Masters and Others), Aqua Store Tanks, Legend 13D Pump systems, pressure vessels and polypropylene 13D tanks.



CB Marketing, Inc. (A CBI Company)

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

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

Market Area:
Nationally for 13D Pump Systems

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

Management:
Donald J. Smith, President
Brett Scharpenter, Vice President
Barb Jonas, Product Manager.
Nick Smith, Sales Representative

Sales Contact:
Sales/Quote Contact: Barb Jonas or Nick Smith
New Product Opportunities: Brett Scharpenter
Telephone: 708.202.0033
FAX: 708.385.5415

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

Clarke Fire Protection Products, Inc.

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

Founded:
1964

Primary Products/Services:
Diesel Engine Fire Pump Drivers

Market Area:
Global

Hours of Operation:
24/7

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

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

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

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

Complete Pump Service Co., Inc.

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

Founded:
1964

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

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

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

Sales Contact:
Rich Ficarra, President
Telephone: 630.628.1600 ext. 107
FAX: 630.628.1709

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



Croker Division

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

Founded:

1911

Primary Products/Services:

Hose & Standpipe Equipment

Market Area:

Domestic/International

Hours of Operation:

M–F 8:30 a.m.-4:30 p.m.

Management:

Paul Sposato, President

Douglas Loew, VP Purchasing & Operation

Larry Kaplan, VP Sales

Peter Levine, Sales Coordinator

Sales Contact:

Larry J. Kaplan, VP Sales

Peter E. Levine, Sales Coordinator

Company Profile:

For over 100 years, Croker has provided the highest quality standpipe and hose equipment. The Croker product line includes Hose Valves, Pressure Regulating Valves (Pilot, Field Adjustable, Factory Set), Fire Department Connections (Flush, Freestanding, Storz), Fire Pump Test Connections, Roof Manifolds, Rack & Reel Assemblies, Cabinets, Extinguishers, Nozzles, Adapters, Inspection & Testing Equipment, and much more! New products include a complete Grooved Coupling Line, High Pressure FDC's, & UL Listed Storz Connections. Choose Croker for the finest quality products, competitive pricing, and exceptional service.

BRANCH OFFICE AND REGIONAL WAREHOUSES:

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

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

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

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



W.S. Darley & Company

325 Spring Lake Drive
Itasca, Illinois 60143
Phone: 800.323.0244
Contact: Kevin Sofen
Email: kevinsofen@darley.com

Company Profile:

W. S. Darley & Co.'s involvement in the Fire Industry spans over a century and four generations of Darleys. They not only have a rock solid reputation for building quality products, but also for building strong relationships with Fire Fighting Organizations around the world. Darley draws their strength from being a financially stable company with a unique industry position. Darley builds Fire Trucks, manufactures Champion Fire Pumps and sells Fire Fighting and Emergency Equipment through its international catalog. Nowhere else will you find a company as dedicated to the Fire Industry. All this experience comes from a company that cares – W. S. Darley & Co. is customer driven.



Decoshield Systems, Inc.

272 SW 12th Ave
Deerfield Beach, Florida 33442
Telephone: 800.873.0894
Fax: 954.585.3894
Email: info@decoshield.com

Contact:

Linda Camm, President



Dixon Powhatan

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

Primary Products/Services:

Brass Fire Products/Accessories

Market Area:

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

Hours of Operation:

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

Management:

Hazen Arnold, Division Manager

Craig French, Plant Manager

Sales Contact:

Robin Bauer, Customer Service

Telephone: 410.778.2008/877.712.6179

FAX: 410.778.4702

Company Profile:

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



Elkhart Brass

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

Founded:

1902

Primary Products/Services:

Fire Fighting Equipment

Market Area:

United States & International

Company Profile:

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





ERICO

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

Company Profile:

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



Ferguson Fire & Fabrication

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

Founded:

1989

Primary Products/Services:

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

Market Area:

Continental United States plus Alaska

Hours of Operation:

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

Management

George DiMatteo
District Manager - Fire Protection

Company Profile

Ferguson Fire and Fabrication supplies the highest quality fire protection products in 27 states from 56 warehouse facilities dedicated to the fire sprinkler contractor. 27 of these facilities also have fabrication capabilities. Of these 27 fabrication facilities, 9 are ISO 9001:2008 CERTIFIED. These ISO 9001:2008 CERTIFIED locations are in Alabama, Arizona, California, Colorado, Maryland, Missouri, Pennsylvania, Texas and Washington. Ferguson Fire and Fabrication has and is continuing to grow their business and reputation on performing. "Total Performance" is assured in the areas of product selection, fast and efficient shop and / or jobsite deliveries, job based or shop accounting and the most comprehensive inventory in the industry.

We also do Special Hazards and fabrication. People make the difference at Ferguson Fire and Fabrication. This team of associates enthusiastically uses its experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. This network of industry seasoned professionals makes total use of their combined talents to ensure the contractor the best possible results. Contractors can use the warehouse most convenient to the job with confidence that the people and products are the same high quality, all with centralized accounting. "Total Performance" in people, products, systems, market knowledge, delivery, accounting and comprehensive inventories is how our business was built.



Fire Protection Products, Inc.

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

Founded:

1989

Primary Products/Services:

Fire Sprinkler Accessories

Market Area:

Worldwide

Hours of Operation:

6:30 a.m. - 4:00 p.m. PST Mon.-Fri.

Management:

Randy Greenslate, President

Sales Contact:

Customer Service
Telephone: 800.344.1822
FAX: 760.931.8080

Company Profile:

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



FlexHead Industries, Inc.

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

Founded:

1991

Primary Products/Services:

Flexible Sprinkler Connections

Hours of Operation:

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

Management:

Norman MacDonald III, President
Peter MacDonald, Vice President
Mike Dooley, Nat'l Sales Mgr.
Jennifer Costello, Customer Service

Company Profile:

FlexHead Industries manufactures a complete line of one piece flexible sprinkler connections for suspended ceilings in commercial buildings, cleanroom environments, institutional applications and industrial exhaust ductwork. These systems are FM approved, UL2443 listed and have been used in industry for over 20 years. These products dramatically reduce installation time and maintenance costs and promote overall facility safety by allowing rapid inspection, maintenance and relocation of sprinklers.



FormLink Systems

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

Company Profile:

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

form submissions for any system requiring routine inspection, testing, and maintenance, including fire suppression, fire alarm, backflow, elevators, boilers, and more.

Fox Sprinkler Supply Corporation

951 Estes Court
Schaumburg, Illinois 60193
Telephone: 847.524.8250
FAX: 847.524.8262
Internet: www.foxsprinkler.com

Founded:

2000

Primary Products/Services:

Distribution/Fabrication

Market Area:

Illinois, Indiana, Iowa, Wisconsin, Minnesota, North & South Dakota

Hours of Operation:

Mon 5:30 a.m.-5:00 p.m.
Tu-Wed 4:30 a.m.-5:00 p.m.
Th-Fri 5:30 a.m.-5:00 p.m.
Sat 8:00 a.m.-12:00 p.m.

Management:

Scott Sandfox, President
Daniel Sandfox, Secretary of Corporation
Dan Rossol, Operations Mgr.

Sales Contact:

Danielle Sandfox, Sales Mgr.

Company Profile:

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

FSW Supply

683 Wetherby Lane
Devon, Pennsylvania 19333
Telephone: 610.964.1196
FAX: 610.964.9402
Contact: Buck Buchanan, V.P.

GECCO, Inc.

RR 2 Box 2476G
Factoryville, Pennsylvania 19333
Telephone: 570.945.3568
Email: geccoinc@epix.net
Internet: www.dropmaster.com

Founded:

2002

Primary Products/Services:

Dropmaster

Market Area:

Worldwide

Hours of Operation:

7:00 a.m. - 3:30 p.m. .EST

Sales Contact:

Chris VonAhnen
email: chris@dropmaster.com

Gem Sprinkler Company

1524 Astoria Dr.
Allen, Texas 75013
Telephone: 813.672.2017

General Air Products, Inc.

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

Founded:

1936

Primary Products/Services:

Air compressors /13D Pump Systems /
Air Maintenance Devices

Market Area:

Worldwide

Hours of Operation:

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

Management:

Raymond M. Fremont, President
Raymond R. DeCecco, Mgr., Customer Service
Raymond M. Fremont Jr., Marketing Manager

Sales Contact:

Raymond R. DeCecco, Manager –Customer Service

Company Profile:

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

Global Vision, Inc.

8730 Jefferson Hwy
Osseo, Minnesota 55369
Telephone: 763.391.0990
FAX: 763.391.7668
Internet: www.gviflow.com

Products/Services:

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

Management:

Charles Sutton, Pres/Owner

Globe Fire Sprinkler Corporation

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

Founded:

1987

Primary Products/Services:

Manufacturers of sprinklers, valves, fire sprinkler system components

Market Area:

Worldwide

Hours of Operation:

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

Management:

Robert C. Worthington, Chairman & CEO
Steven R. Worthington, President
Brian Hoening, VP of Engineering
Buck Buchanan, Vice President

Sales Contact:

Randy Lane, National Sales Manager
Telephone: 904.237.0657

Company Profile:

Globe Fire Sprinkler Corp. is an independent, privately owned company that strives to exceed customer expectations, offering top quality, competitive products and a high level of customer service. Globe strives to develop new products as the world market demands.



Guardian Fire Equipment

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

Primary Products/Services:

Fire Standpipe Equipment

Market Area:

Worldwide

Management:

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



Harvel Plastics, Inc.

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

Founded:

1964

Primary Products/Services:

Manufacturers of PVC & CPVC Piping Products

Market Area:

National & International

Hours of Operation:

7 days/24 hrs.

Management:

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

Sales Contact:

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

Company Profile:

Harvel Plastics, Inc., a high quality manufacturer of thermoplastic piping products since 1964, is a pioneer producer of CPVC Fire Sprinkler Pipe. Many of the first UL tests performed to evaluate CBVC for fire sprinkler service were conducted on pipe manufactured by Havel. Harvel CPVC piping products consistently meet the tough performance requirements for fire service as verified through on-going UL, FM and LCPR testing. Harvel's steadfast dedication to quality and unmatched manufacturing experience has earned the company the reputation of "The Quality Line"



HD Supply-Fire Protection

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

Primary Products/Services:

Full line Supplier and Fabricator

Market Area:

National

Hours of Operation:

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

Management:

Chuck Reed, Regional VP

Sales Contact:

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

Company Profile:

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

HD SUPPLY-FIRE PROTECTION BRANCH LOCATIONS:

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

Hayward, California
2407 Industrial Parkway
WestHayward, California 94545
Telephone: 510.441.1650
FAX: 510.785.5074

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

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

Fresno, California
4710 E. Commerce Ave.
Fresno, California 93725

Telephone: 559.441.7171
FAX: 559.441.7175

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

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

Denver, Colorado
4735 Leyden St.
Denver, CO 80216
Telephone: 303.305.4507
FAX: 720.941.4347

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

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

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

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

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

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

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

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

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

Columbia, Maryland
9325 Snowden River Pkwy #C
Columbia, Maryland 21046
Telephone: 410.290.8020
FAX: 410.290.8019
Charlotte, North Carolina
75 Odell School Rd. S
Concord, North Carolina 28027
Telephone: 704.784.4700
FAX: 704.789.9288

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

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

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

Dallas, Texas
1975 California Crossing Rd.
Dallas, Texas 75220
Telephone: 972.830.9370
FAX: 972.830.9385
Houston, Texas
5823 Thomas Rd.
Houston, Texas 77041
Telephone: 713.937.4568
FAX: 713.937.0493

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

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

HRS Systems, Inc.

208 Southside Square
Petersburg, Tennessee 37144
Telephone: 931.659.9760
FAX: 931.659.9763
Internet: www.hrssystem.com

Primary Products/Services:
Fire Protection Engineering Software

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

Marketing Area:
Worldwide

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

HRS SYSTEMS, INC. PRESENTS:

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

All are Windows-Based (32 & 64 bit) and available in both English and metric Units plus metric units/ Spanish text. For further information, please e-mail hass@hrssystem.com.

Huguenot Laboratories, Inc

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

Founded:
1998

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

Market Area:
Worldwide

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

Management:
Tim O'Leary, President

Sales Contact:
Tim O'Leary, President

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



Hydratec, Inc.

64 Haverhill Road Windham, New Hampshire 03087
Telephone: 603.434.0502
FAX: 603.434.1348
Internet: www.hydracad.com

Founded:
1972

Primary Products/Services:
Fire Protection Design Software & Service

Market Area:
Worldwide

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

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

Sales Contact:
Art Dove, CAD Development Manager

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



Hydro Flow Products, Inc.

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

>> **HYDRO FLOW PRODUCTS, INC. - CONTINUED**

Founded:

1996

Primary Products/Services:

Fire pump and fire flow test equipment

Market Area:

Global

Hours of Operation:

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

Management:

Fred Grenning, President

Sales Contact:

Denise, Patrick, Terry

Company Profile:

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

Inspection Reports Online.net

1080 Corporate Blvd.
 Suite 200
 Aurora, Illinois 60502
 Telephone: 877.514.4765 / | 331.454.7800
 FAX: 877.714.4765 / 331.454.7801
 Email: info@irol-llc.net
 Internet: www.inspectionreportsonline.net

Primary Products/Services:

InspectionReportsOnline.net (IROL) is a Web-Based Inspection Report Management System connecting Authorities Having Jurisdiction, Service Providers (inspection companies), and Commercial Property Owners. IROL assists in streamlining the inspection process and increasing productivity, communication and compliance.

Hours of Operation:

Monday – Friday
 8:00 a.m. – 4:00 p.m. Central Time



ITW Commercial Construction/Buildex – SAMMY

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

Founded:

1967

Primary Products/Services:

Pipe Hangers

Market Area:

National

Hours of Operation:

8:00 a.m. – 5:00 p.m. Mon.-Fri.

Management:

J. Schneider, National Marketing Manager
 Ben Nolen, Product Marketing Manager

Sales Contact:

Bryant Hope, National Sales Manager

Company Profile:

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

Jenny Products, Inc.

850 North Pleasant Avenue
 Somerset, Pennsylvania 15501
 Telephone: 814.445.3400
 Toll Free: 888.425.3669
 FAX: 814.445.2280
 Internet: www.jennycompressor.com

Founded:

1896

Hours of Operation:

Monday – Friday 8:00 a.m.-4:30 p.m.

Primary Products/Services:

Pressure Washers & Air Compressors

Market Area:

Global

Management:

Daniel Leiss, V.P.
 Richard Layton, Operations Mgr.
 Doug Lasure, Technical Service Mgr.
 Angela St. Clair, Customer Service Rep.

Sales Contact:

Angela St. Clair, C.S.R.

Company Profile:

Established in 1927, Jenny Products, Inc. is a full line manufacturer of Cold & Hot Pressure Washers, Steam Cleaners, Fire Combination Units, Cleaning Chemicals, as well as Hand Carry, Wheeled, Portable, Service Vehicle, Fire Sprinkler, Climate Control, Base-Plate Mounted and Industrial Stationary Air Compressors. Jenny Products, Inc. is a major influence in the paint, rental, equipment, stapler, fire sprinkler, industrial and OEM markets.

JG Innovations, Inc.

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

Founded:

2009

Primary Products/Services:

Soffi-Steel® System
 JGI Interlock™ Concealment Systems

Market Area:

Nationwide

Hours of Operation:

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

Management:

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

Telephone: 608-314-8710

E-mail: sales@jgius.com

Company Profile:

JG Innovations, Inc. is the #1 source for pipe concealment systems. Our Soffi-Steel® and Interlock™ Concealment Systems are made in the USA, produced from A60/G90 galvanized steel and carry industry approvals and certifications

in the US and Canada. Our full-line of products are custom fabricated in a variety of shapes and sizes to accommodate your individual enclosure requirements. Our unmatched customer service coupled with our staff of professional installers put our products above any competitive product being considered. We take pride in the system design and integrity and back our products with a 10-year limited warranty. We are confident that both you and your client will be fully satisfied.

KENNEDY VALVE/Division of McWane, Inc.

1021 E. Water Street
PO Box 931
Elmira, NY 14902
Telephone: 607.734.2211
FAX: 607.734.3288

Founded:
1877

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

Management:
John Chalk, Customer Service Manager

Knox Company

1601 West Deer Valley Road
Phoenix, Arizona 85027
Telephone: 623.687.2300
Toll-Free: 800.552.5669
FAX: 623.687.2299
Internet: www.knoxbox.com

Founded:
1975

Primary Products/Services:
Locking FDC Plugs and Caps

Market Area:
U.S. & Canada

Management:
Tom Bonetto, National Sales Manager
Cynthia Jones, Marketing Communications Manager

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

Wrench, controlled by the fire department, secures and operates all locking Knox FDC products. For more information, visit www.knoxbox.com.

Loos and Company, Inc.

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

Founded:
1958

Primary Products/Services:
Wire Rope, Cable & Fittings

Market Area:
Worldwide

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

Management:
Phillip Cox, Vice President/Sales & Mktg

Sales Contact:
Phillip Cox
Tel: 800.321.5667
Fax: 239.643.4558

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

Loos & Company Inc.

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

Founded:
1958

Market Area:
Worldwide

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

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

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

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

Lubrizol Advanced Materials

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

Management:
Gary Johnson

Master Control Systems, Inc.

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

Founded:
1965

Primary Products/Services:
Fire Pump Controllers

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

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



M.E.P. CAD, Inc.

5050 Vista Blvd. Ste 103
Sparks, Nevada 89436
Telephone: 775.354.1200
FAX: 775.354.1205
Internet: www.mepcad.com

Management:

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

Company Profile:

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

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

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

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

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

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



The Metraflex Company

2323 West Hubbard Street
Chicago, Illinois 60612
Telephone: 312.738.3800

Toll-Free: 800.621.4347
FAX: 312.738.0415
Email: zekeb@metraflex.com
Internet: www.metraflex.com

Founded:
1958

Primary Products/Services:
Fireloop & Firedrop

Market Area:
Worldwide

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

Sales Contact:
Zeke Bochenak, Sales Mgr.
Email: zekeb@metraflex.com

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



Miller Sales, Inc.

340 S. Lombard Rd.
Addison, Illinois 60101
Telephone: 630.458.8816
FAX: 630.458.9015
Email: haroldm@miller-sales.com

Founded:
1979

Primary Products/Services:
Wilkins Fire Protection Products

Market Area:
Northern Illinois, NE Indiana

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

Management:
Harold Miller, President
Mark Petrosius, Secretary
Brian Baxter, Vice President
Mick Bradford, Sales

Sales Contact:
(All listed above)

Company Profile:
Miller Sales, Inc. is a Manufacturer's representative for Wilkins Backflow Preventers., pilot operated control valves and floor control valves for fire sprinkler systems.



Newburgh Windustrial

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

Management:

Dean Lucas, President

Company Profile:

As part of a national wholesale distribution organization, known as WinWholesale Inc., Newburgh Windustrial specializes in wholesale distribution of pipes, valves, and fittings for industrial applications. These run the spectrum from pipe, valves, and fittings used every day in commercial and industrial building and maintenance to specialty plastics and stainless steel piping and tubing used in industrial application.

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



The Noble Company

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

Management:

Debbie Kingma, Vice President



PAC Pump & Systems, Inc.

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

Founded:
2003

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

Market Area:
New Jersey

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

Management:

William Casey, President

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

Company Profile:

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



Peerless Pump Company

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

Founded:
1923

Primary Products/Services:
Fire pumps and accessories

Market Area:
Global

Hours of Operation:
8:00 a.m.-5:00 p.m. Monday – Friday EST

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

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

Company Profile:

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



Pentair–Aurora Pump, Fairbanks Morse, Edwards

800 Airport Road
North Aurora, Illinois 60542
Telephone: 630 859-7000
FAX: 630 859-7060

Internet: www.aurorapump.com
www.fmpump.com
www.edwardsmfg.com

Founded:
1909

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

Market Area:
National & International

Hours of Operation:
7:30 a.m.-4:00 p.m. CST Monday – Friday

Management:
Susan Kucera, Vertical Marketing Manager – Fire
David Goddard, V.P. Commercial Sales
Steve Gordon, Director of Int'l Sales

Sales Contact:
Jim Considine – Southeast 239.464.9496
Roger Hahn – West 626.857.9490
David Botts – Midwest 816.272.5535
RJ Dausman – N.E. & Nat'l Sales Mgr. 315.638.4688

Company Profile:

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

Office Locations:
800 Airport Road, North Aurora, IL 60542
Tel: 888.987.8680
3601 Fairbanks Avenue, KansasCity, KS 66106
Tel: 888.416.9510
1101 Myers Parkway, Ashland, OH 44805
Tel: 888.416.9510.



PHD Manufacturing, Inc.

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

Founded:
1972

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

Market Area:

U.S., Europe, Asia

Hours of Operation:

8:00 a.m. – 5:00 p.m., Monday – Friday

Management:

Joe Corvino, President
Dave Neal, National Sales Manager
Rick Persing, Nat'l Sales Manager–Sprinkler Division

Sales Contact:

Rick Persing, Nat'l Sales Manager, Sprinkler Division
Telephone & FAX: 514.536.3857

Company Profile:

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



Pipe Fabricators

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

Founded:
1984

Primary Products/Services:
Sprinkler supplier with fabrication

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

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

Sales Contact:
Mark Augustson, General Manager
Telephone: 763.488.8100
FAX: 763.488.8140

Company Profile:

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





Plumbers Supply Company

1000 E. Main St.
Louisville, Kentucky 40206
Telephone: 502-540.0223
Toll Free: 800.626.5133
FAX: 502.540.0330
Internet: www.plumbers-supply-co.com

Founded:
1928

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

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

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

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

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

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

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

Inside Sales:
Sales & Quotations Indy and surrounding areas
Jason Davis (use Indy Phones)
Cell: 317.557.0685
Kim Hebauf (use Indy phones)

Fire Protection Sales for Evansville, IN and Surrounding INDIANA and KENTUCKY areas
Brent Mabrey,
1817 W. Michigan St.

Evansville, Indiana 47712
Toll Free: 800.457.3048
Phone: 812.425.3115
Cell: 812.305.3203

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



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

Founded:
1978
Primary Products/Services:
Product Protection
Market Area:
Worldwide

Hours of Operation:
8:00 a.m. – 5:00 p.m. Monday – Friday
Management:
Chris Vinson, Vice President, Sales



Potter Electric Signal Company
1609 Park 370 Place
St. Louis, Missouri 63042
Toll-Free: 800.325.3936
FAX: 800.768.8377
Internet: www.pottersignal.com

Founded:
1898
Primary Products/Services:
Fire Sprinkler Monitoring, Signaling Devices

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

Management:
Bernard Lears, President, C.E.O.
Bruce LaRue, President, Fire Sprinkler Monitoring Division

Sales Contact:
Tim Freiner, Vice President – North American Sales

Company Profile:
Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems and corrosion monitoring, MIC testing, and corrosion mitigation. Potter also manufactures electronic fire systems and boiler/chiller and industrial control products. At Potter, not only do we supply our customers with products that provide real world solutions for their unique needs, we strive to provide them unequalled service and technical support. Every employee at Potter is committed to providing you, the customer, the peace of mind in knowing that when you purchase our products, you are providing your customers the very best product available for the protection of life and property. Potter is THE Symbol of Protection.



Potter Roemer
PO Box 3527
City of Industry, California 91744
Toll-Free: 800.366.3473
FAX: 714.545.3552
Internet: www.potterroemer.com

Founded:
1937
Primary Products/Services:
Fire Extinguishers, Hoses, Valve Cabinets

Market Area:
U.S.A.

Management:
George Brown, Vice President Sales

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



Quimby Equipment Company, Inc.
35 Central Drive
Farmingdale, NY 11735
Telephone: 631.454.8411
FAX: 631.454.8423
Internet: www.quimbyinc.com

Primary Products/Services:
Pump Sales
Management:
Greg Ross, Sales Representative

**REHAU Construction LLC**

1501 Edwards Ferry Road, NE
Leesburg, Virginia 20176
Telephone: (703) 777-5255
FAX: (703) 777-3053
Email: rehaul.mailbox@rehaul.com
Internet: na.rehaul.com

Founded:

1948

Primary Products/Services:

PEXa Pipe & Fire Protection Fittings FIREPEX™

Company Profile:

Expertise and an innovative spirit have made REHAU a leading systems and service provider for polymer-based solutions in construction, automotive and industry. By combining strong development capabilities with decentralized sales and service excellence, we have become one of the top providers in the market. The highest levels of professionalism from material development through manufacturing, together with a passion for the unlimited potential of polymers are the foundation of our worldwide success as a premium brand.

BRANCHES:

REHAU Construction LLC
615 -1st Avenue North East, Suite #135
Minneapolis, MN 55413
Tel: 800.297.6371
Fax: 800.298.8914
Contact: Lori Hanson, Sales Coordinator—Building Technology

REHAU Construction LLC
4254 Green River Road
Corona, CA 92880-1669
Tel: 800.944.1011
Fax: 951-549-9018
Contact: Rhonda Willie, Sales Coordinator—Building Technology
Kristi Cordesius, Sales Coordinator—Building Technology

**The Reliable Automatic**

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

Founded:

1918

Primary Products/Services:

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

Market Area:

Worldwide

Hours of Operation:

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

Management:

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

Company Profile:

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

CORPORATE OFFICE:

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

CORPORATE MANUFACTURING FACILITY:

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

**REGIONAL DISTRIBUTION CENTERS
& SALES OFFICES:****NORTHEAST REGION:**

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

MID-ATLANTIC REGION:

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

SOUTHEAST REGION:

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

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

MIDWEST REGION:

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

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

SOUTHWEST REGION:

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

Houston, TX
Tel: 866.978.9965
Fax: 866.978.9979

Denver, CO
Tel.: 877.440.2598
Fax: 877.205.7230

WEST COAST REGION:

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

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

FABRICATION:

Grand Prairie, TX:
Tel: 972.352.6400
Fax: 972.352.6402

Portland, OR
Tel: 503.282.5506
Fax: 503.282.0092

INTERNATIONAL:

Toronto Canada
Tel.: 800.790.6443
Fax: 800.790.6486

Western Canada
Tel.: 604.542.1864
Fax: 604.542.1894

Mexico & Latin America
Tel.: 800.442.6742
Fax: 800.848.6054

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

Hamburg, Germany
Tel: +49.40.5589818.71
Fax: +49.40.5589818.73

>> THE RELIABLE AUTOMATIC – CONTINUED

**REGIONAL DISTRIBUTION CENTERS
& SALES OFFICES: (continued)**

Shanghai, China
Tel: +86.21.54037021
Fax: +86.21.54037022

Hong Kong, China
Tel.: +852.3421.0648
Fax: +852.3421.0649

Adelaide, Australia
Tel: +61.8.81629555
Fax: +61.8.81629359

Dubai, United Arab Emirates
Tel: +971.4880.8850

Relmark Group

961 Pottstown Pike
Chester Springs, PA 19425
Telephone: 610.321.1010
Email: top@myersrisk.com
Website: www.relmarkgroup.com

SIGMA Piping Products Corporation

5000 Askins Lane
Houston, Texas 77093
Telephone: 609.758.0800
FAX: 609.758.1399
Internet: www.sigmapipingproducts.com

Primary Products/Services:

SIGMA Piping Products is a division of SIGMA Corporation, a distinguished manufacturer in the water and sewer industry.

Our mission is to supply the highest engineered products to manufacturers in the Commercial & Residential Plumbing, Gas, Electrical, Fire Protection and HVAC industries. SIGMA Piping Products supplies several product lines that not only exceed competition in quality but in value as well.

South-Tek Systems

2940 Orville Wright Way
Wilmington, North Carolina 28405
Telephone: 910.332.4173
FAX: 910.332.4178

Management:

Scott Bodermann, Product Manager

S-P-D Incorporated

1167 Tower Road
Schaumburg, Illinois 60173
Telephone: 847.882.9820
FAX: 847.882.9825
Internet: www.spdinc.com

Primary Products/Services:

NFPA 13D & NFPA 13R Residential Fire Pump Systems

Market Area:

Worldwide

Hours of Operation:

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

Management:

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

Sales Contact:

David Whitfield, President
Nick Di Giovanni, Vice President

Company Profile:

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

integrity. We provide knowledgeable and informed fire protection solutions, representing and servicing products of many of the most trusted, manufacturers in the industry. Please call for pricing or technical information.

SPP Pumps

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

Founded:

1875

Primary Products/Services:

Fire pumps and fire pump systems

Market Area:

Global

Hours of Operation:

8:00 a.m. – 5:00 p.m. Monday – Friday EST

Management:

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

Sales Contact:

Jimmy Hunt
Telephone: 770.409.3280 ext. 2204

Company Profile:

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

Spears Manufacturing Company

15853 Olden St/
Sylmar, California 91342
Telephone: 818.364.1611
FAX: 818.367.3014
Internet: www.spearsmfg.com

Primary Products/Services

Fittings and Valves

Management:

Wayne Spears, President

Let's stay in touch!

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



E-mail us

info@nfsa.org



Visit us

www.nfsa.org

LinkedIn

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search: Nat Firesprinkler



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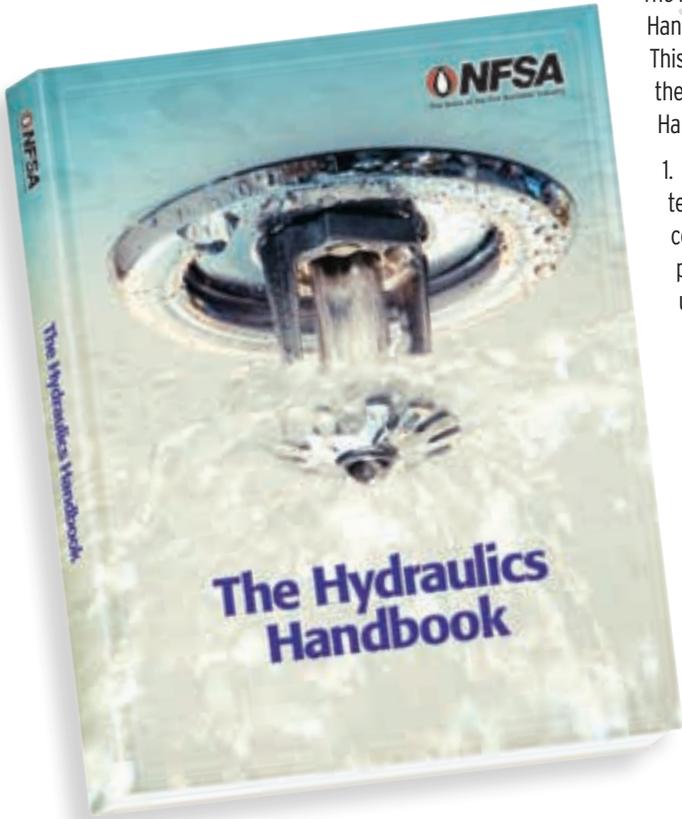
NFSA
The Voice of the Fire Sprinkler Industry

NFSA's New Hydraulics Handbook is Here!

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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Return to: NFSA Resource Center, 40 Jon Barrett Road, Patterson, NY 12563 or Fax to (845) 878-4215

Specialized Fire & Security, Inc.

P.O. Box 110
Riverdale, New Jersey 07457
Telephone: 973.616.8771
Email: chriskwk@specializedfire.com
Internet: www.specializedfire.com

Founded:
1999

Primary Products/Services:
Siemens Alarms Systems and Fire Suppression

Market Area:
NY, NJ, CT

Hours of Operation:
24/7/365

Sales Contact:
Jim Mulcahey, salesperson
Email: jim.mulcahey@specializedfire.com

Star Sprinkler Corporation

140 Peachstone Glen
West Springfield, Massachusetts 01089
Phone: (413)-737-6371
Fax: (413)-734-3470

Starfire Systems, Inc.

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

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

Management:
Darrel Malek, President

Starfire, Inc.

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

Founded:
1987

Primary Products/Services:
Fire Protection Material

Market Area:

Midwest & Southwestern U.S./International

Hours of Operation:

7:00 a.m. – 5:00 p.m. CST, Monday – Friday

Management:

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

Sales Contact:

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

Branch Office:

Starfire, Inc.
1391 N. Kraemer Blvd.
Anaheim, CA 92806
Tel: 714.632.8713
Toll Free: 800.444.6144
FAX: 714.632.1014
Email: PaulB@starfireusa.com

Sales Contact:

Paul Bennett

Company Profile:

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

Superior Systems, Inc.

17696 County Road 112
Bristol, Indiana 46507
Telephone: 574.848.4104
Toll Free: 800.662.0906
FAX: 574.848.5270
Internet: superiorsystemsinc.com

Founded:
1991

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

Management:

David Alexander, President
Aaron Alexander, Project Manager

Sales Contact:

David Alexander, President

Company Profile:

Superior Systems manufactures and installs customized "soffit systems" for the sprinkler industry. Our extensive selection of products is manufactured in various gauges of steel and aluminum materials,

depending on the individual project requirements and finishes. For the right product to conceal and protect sprinkler systems and keep your project "up to code and out of sight," call 800.662.0906 or visit our web site at superiorsystemsinc.com for detailed selections and information.

System Sensor

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

Founded:
1984

Primary Products/Services:
Fire Sprinkler System Monitoring Products

Market Area:
Worldwide

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

Management:

John Hakanson, President
Dave Lyons, VP of Sales
Chuck Kitts, Director of Fire Sprinkler Sales
Jackie Lorenty, Marketing Manager
Dennis Sekermestrovich, Western Regional Manager

Sales Contact:

Chuck Kitts, Director of Fire Sprinkler Sales

Company Profile:

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



Talco Industries

6040 NE 117th Ave.
Portland, Oregon 97220
Telephone: 503.668.1231
Toll Free: 800.878.8055
FAX: 503.688.1234
Email: gj@talcofire.com
Internet: www.talcofire.com

Founded:
1981

Primary Products/Services:
Packaged fire pump systems for commercial and Home fire protection Market Area: U.S. & Canada
Hours of Operations: Monday – Friday

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

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



Tank Connection

PO Box 579
3609 N. 16th
Parsons, Kansas 67357
Telephone: 620.423.3010
FAX: 620.423.3999
Internet: www.tankconnction.com

Primary Products/Services:
Water Storage Tanks

Market Area:
Worldwide

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

Management:
Justin McKee, Liquid Tank Sales Manager
David Hamilton, Liquid Tank Sales Manager
Vince Horton, V.P., Sales

Sales Contact:
Vince Horton, V.P. Liquid Sales
Tel: 620.423.3010
FAX: 620.423.3999

Company Profile:
Tank Connection designs, manufactures and installs the top-rated bolted tank design available for fire

protection applications... worldwide. Designed to meet Factory Mutual and NFPA 22 requirements, the Tank Connection performance package remains unmatched in the industry.

- Precision RTP (rolled, tapered panel design) is the top-rated bolted tank design for fire protection applications... worldwide
- Standard accessory packages include access ladders/stairways, manways, level controls, heaters, insulation and other customized spec requirements
- Unmatched performance of LI Fusion 7000 FBE™ interior powder coat system in NSF 61 approved and comes with a standard 5-year limited warranty
- The NO LEAK bolted water storage tank design
- Designed for long life... low maintenance storage
- Designed and manufactured at the #1 rated bolted tank facility worldwide

GET CONNECTED with the Engineer's 1st choice in fire protection storage tanks!



Telgian Corporation

2615 South Industrial Park Avenue
Tempe, Arizona 85282
Telephone: 480.753.5444
Toll Free: 866.364.1700
FAX: 480.753.5450
Internet: www.telgian.com

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

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

Hours of Operation:
Monday – Friday / 8:00 a.m. – 5:00 p.m. local time

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

Sales Contact:
Ryan Smith
Tel: 480.621.5024
FAX: 480.753.5450

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

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

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

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

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

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

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

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

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



Thermafit Industries, Inc.

11120 Sherman Way
Sun Valley, California 91352
Telephone: 818.503.1094
FAX: 818.759.5114

Manangement:
Armond Sarkisian, CEO





TOLCO®, a Brand of Cooper B-Line

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

Founded:
1967

Primary Products/Services:

Seismic Bracing; Custom Supports, Pipe Hangers & Supports, Strut Fittings & Accessories & Engineering Support, TOLBrace® Software

Market Area:
Worldwide



Tyco Fire Protection Products

1400 Pennbrook Pkwy
Lansdale, Pennsylvania 19446
Telephone: 215.362.0700
Toll Free: 800.558.5236
FAX: 800.877.1295
Internet: www.Tyco-Fire.com

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

Founded:
1850

Primary Products/Services:

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

Market Area:
Global

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

Management:

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

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

Company Profile:
Tyco Fire Protection Products traces its roots to the

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

BRANCH OFFICES:

Avon

27R Doherty Avenue
Avon, Massachusetts 02322
Telephone: 508.583.8447
FAX: 508.583.0034

Brea

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

Carol Stream

Carol Stream, Illinois 60188
Telephone: 630.871.7700
Toll Free: 800.323.9485
FAX: 630.871.7464

Coppell

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

Decatur

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

Jessup

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

Kent

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

Norristown

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

Murray

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

Parma

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

Pompano

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

Tigard

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

N. Kansas City

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



United Brass Works, Inc.

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

Founded:
1910

Primary Products/Services:

Bronze valves / custom cast and machined products

Market Area:

Worldwide

Hours of Operation:

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

NATIONAL FIRE SPRINKLER ASSOCIATION

Management:

Mike Berkelhammer, President

Sales Contact:

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

Company Profile:

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



Uponor Inc.

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

Founded:

1620 yes, 1620

Primary Products/Services:

Residential Fire Sprinkler Systems

Market Area:

North America

Management:

Eric Skare, Product Manager

Company Profile:

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



USA Tank Storage Systems

5897 State Highway 59
Goodman, Missouri 64843
Phone: 866.700.2500
Fax: 417.845.5592
Internet: www.usatanksales.com

Founded:

1978

Primary Products/Services:

Fire Protection/Water Storage Tanks

Hours of Operation:

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

Management:

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

Sales Contact:

Steve Currence

Company Profile:

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



Victaulic Company

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

Founded:

1925

Market Area:

Global

Management:

Bob Freidl, V.P., Market Dev.

Company Profile:

For more than 85 years, Victaulic has been the world's leading manufacturer of grooved mechanical piping products including a full offering for fire protection systems. This broad product mix includes installation-ready couplings, fittings, valves, devices, sprinklers, flexible sprinkler fittings, pip preparation tools, accessories and more, all from the company that invented grooved pipe assembly technology.



The Viking Corporation

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

Founded:

1897

Primary Products/Services:

- Fire Sprinklers / Systems
- Fire Protection Valves
- CPVC Pipe and Fittings

- Clean Agent Fire Suppression
- Fabrication Services
- VGS™ Grooved Piping System
- Steel Pipe
- Threaded Fittings
- Hangers & Fasteners
- Electrical Products
- Foam Systems
- FDC Equipment
- Backflow Prevention
- Tools & Accessories

Market Area:

Worldwide

Hours of Operation:

24/7/365

Management:

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

Sales Contact:

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

Company Profile:

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

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

BRANCH OFFICES:

United States of America

Viking Corporation
210 N. Industrial Park Drive
Hastings Michigan 49058
Telephone: 800-968-9501
Fax: 269-945-9599
products@vikingcorp.com

VIKING SUPPLYNET – SOUTH REGION

Viking SupplyNet (North Atlanta)

100 Piedmont Court, Suite A
Doraville, GA 30340
Telephone: (770) 446-3068
Fax: (770) 446-3713
south@supplynet.com
Sales Contact: Terry Pickvet

Viking SupplyNet (**Orlando**)
503 Ocoee Business Parkway
Ocoee, Florida 34761
Telephone: (407) 656-7600
Fax: (407) 656-7675
south@supplynet.com
Sales Contact: Jeff Trew

Viking SupplyNet (**Miami**)
2840 SW 42nd Street, Port 95 Ind Ctr Build IV
Hollywood, Florida 33312
Telephone: (954) 791-1756
Fax: (954) 791-1614
south@supplynet.com
Sales Contact: Will Allgood

Viking SupplyNet (**Houston**)
6911 Fairbanks North Houston Road, Suite 100
Houston, TX 77040
Phone: (713) 896-8464
Fax: (713) 896-8429
south@supplynet.com
Sales Contact: Paul Swan

Viking SupplyNet (**Dallas**)
1536 Hutton Drive, Suite 120
Carrollton, Texas 75006
Telephone: (972) 466-0933
Fax: (972) 466-0853
south@supplynet.com
Sales Contact: Perry Adams

Viking SupplyNet (**Memphis**)
Airport Distribution Center #8
4299 Air Trans Road,
Memphis, Tennessee 38118
Telephone: (901) 360-9401
Fax: (901) 360-9428
south@supplynet.com
Sales Contact: Tommy Haberman, Eric Collins

Viking SupplyNet (**Charlotte**)
11517 Cordage Street, Suite P
Charlotte, NC 28273
Phone: (704) 588-8880
Fax: (704) 588-8650
south@supplynet.com
Sales Contact: Adam Owens

VIKING SUPPLYNET – WEST REGION

Viking SupplyNet (**Los Angeles**)
9101 Sorensen Ave
Santa Fe Springs, California 90670
Telephone: (562) 903-7274
Fax: (562) 944-1058
west@supplynet.com
Sales Contact: Dave Swanson, Jim Gudger

Viking SupplyNet (**Phoenix**)
625 E. Watkins Street
Phoenix, Arizona 85004-2935

Telephone: (602) 252-0400
Fax: (602) 252-2028
west@supplynet.com
Sales Contact: Kevin Kane

Viking SupplyNet (**San Francisco**)
1164 San Luis Obispo Street
Hayward, California 94544
Telephone: (510) 429-7295
Fax: (510) 429-7297
west@supplynet.com
Sales Contact: Grady Smith

Viking SupplyNet (**Las Vegas**)
4701 Cameron Street, Suite D
Las Vegas, Nevada 89103
Telephone: (702) 795-8002
Fax: (702) 795-0105
west@supplynet.com
Sales Contact: Paul Cross

Viking SupplyNet (**Seattle**)
8001 S. 224th Street
Kent, Washington 98032
Telephone: (253) 872-8444
Fax: (253) 872-8455
west@supplynet.com
Sales Contact: Dave Luckenbach

Viking SupplyNet (**Denver**)
12360 E. 46th Avenue #400
Denver, Colorado 80239
Telephone: (303) 576-0665
Fax: (303) 576-0611
west@supplynet.com
Sales Contact: Scott Franklin

Viking SupplyNet (**Riverside**)
6480 Box Springs Blvd.
Riverside, California 92507
Telephone: (951) 656-3111
Fax: (951) 656-2606
west@supplynet.com
Sales Contact: Dave Swanson, Jim Gudger

VIKING SUPPLYNET – MIDWEST REGION

Viking SupplyNet (**Columbus**)
2353 International Street
Columbus, Ohio 43228
Telephone: (800) 926-7757
Fax: (614) 527-5818
midwest@supplynet.com
Sales Contact: Bob Fischer, Tom Bowers

Viking SupplyNet (**Detroit**)
26020 Mound Road
Warren, MI 48091
Telephone: (586) 754-0004
Fax: (586) 754-8020
Midwest@supplynet.com
Sales Contact: Sandy Richter, Tom Bowers

Viking SupplyNet (**Chicago**)
640 Center Avenue
Carol Stream, Illinois 60188
Telephone: (630) 462-5860
Fax: (630) 871-1898
northcentral@supplynet.com
Sales Contact: Ron Bergquist, Tom Bowers

Viking SupplyNet (**St. Louis**)
1600 Park 370 Place, Suite 10
Hazelwood, Missouri 63042
Telephone: (314) 291-4800
Fax: (314) 291-4806
northcentral@supplynet.com
Sales Contact: Chris Muschany

Viking SupplyNet (**Kansas City**)
1930 Warren Street
North Kansas City, Missouri 64116
Telephone: (816) 474-1190
Fax: (816) 474-1190
northcentral@supplynet.com
Sales Contact: Chris Muschany, Tom Bowers

Viking SupplyNet (**Minneapolis**)
290 Bridgepoint Drive
South St. Paul, Minnesota 55075
Telephone: (651) 455-0325
Fax: (269) 818-1614
northcentral@supplynet.com
Sales Contact: Jason Wardour, Tom Bowers

VIKING SUPPLYNET – EAST REGION

Viking SupplyNet (**New York City - Metro**)
4B Cranberry Road
Parsippany, NJ 07054
Phone: (973) 541-2580
Fax: (269) 818-1639
east@supplynet.com
Sales Contact: Terry Laffey, Tak Wu, Rich Lambert

Viking SupplyNet (**New York City**)
40-15 Northern Blvd.
Long Island City, NY 11101
Phone: (973) 541-2320
Fax: (269) 818-1609
east@supplynet.com
Sales Contact: Terry Laffey, Tak Wu, Rich Lambert

Viking SupplyNet (**Philadelphia**)
201 King Manor Drive
King of Prussia, PA 19406
Phone: (610) 279-3762
Fax: (610) 277-3658
east@supplynet.com
Sales Contact: Jim Dooley

Viking SupplyNet (**Baltimore**)
8310 Sherwick Court
Jessup, Maryland 20794
Telephone: (301) 490-5514

NATIONAL FIRE SPRINKLER ASSOCIATION

Fax: (301) 490-5367
east@supplynet.com
Sales Contact: Jim Dooley

Viking SupplyNet (**Hartford**)
800 Marshall Phelps Road, Bldg 4
Windsor, Connecticut 06095
Telephone: (860) 688-0001
Fax: (860) 688-0005
east@supplynet.com
Sales Contact: Tim Christie, Rich Lambert

Viking SupplyNet (**Richmond**)
4593 Carolina Avenue
Richmond, Virginia 23222
Telephone: (804) 228-1107
Fax: (804) 228-1556
east@supplynet.com
Sales Contact: Ben Johnson, Jim Dooley

VIKING FABRICATION SERVICES – U.S. LOCATIONS

Viking Fabrication Services (**So. California**)
6480 Box Springs Blvd.
Riverside, California 92507
Telephone: (951) 656-3111
Fax: (951) 656-2606
vfsriverside@supplynet.com
Sales Contact: Dave Swanson, Jim Gudger

Viking Fabrication Services (**Phoenix**)
625 E. Watkins Street
Phoenix, Arizona 85004-2935
Telephone: (602) 252-0400
Fax: (602) 252-2134
vfsphoenix@supplynet.com
Sales Contact: Kevin Kane

Viking Fabrication Services (**Denver**)
12360 E. 46th Avenue #400
Denver, Colorado 80239
Telephone: (303) 576-0665
Fax: (303) 576-0611
vfsdenver@supplynet.com
Sales Contact: Scott Franklin

Viking Fabrication Services (**San Francisco**)
1164 San Luis Obispo Street
Hayward, CA 94544
Phone: (510) 429-7295
Fax: (510) 429-7297
vfsbayward@supplynet.com
Sales Contact: Grady Smith

Viking Fabrication Services (**Chicago**)
640 Center Avenue
Carol Stream, Illinois 60188
Telephone: (630) 462-5860
Fax: (630) 871-1898
vfschicago@supplynet.com
Sales Contact: Ron Bergquist, Tom Bowers

Viking Fabrication Services (**Columbus**)
2353 International Street
Columbus, Ohio 43228
Telephone: (614) 527-5800
Fax: (614) 527-5818
vfschicago@supplynet.com
Sales Contact: Bob Fischer, Tom Bowers

Viking Fabrication Services (**Kansas City**)
1930 Warren Street
North Kansas City, MO 64116
Phone: (816) 474-1190
Fax: (816) 474-8991
vfskansascity@supplynet.com
Sales Contact: Chris Muschany, Tom Bowers

Viking Fabrication Services (**New York Metro**)
4B Cranberry Road
Parsippany, NJ 07054
Phone: (973) 541-2580
Fax: (269) 818-1639
vfsnewyorkmetro@supplynet.com
Sales Contact: Tak Wu, Terry Laffey, Tim Christie, Rich Lambert

Viking Fabrication Services (**Richmond**)
4593 Carolina Avenue
Richmond, Virginia 23222
Telephone: (804) 228-1107
Fax: (804) 228-1556
vfsrichmond@supplynet.com
Sales Contact: Ben Johnson, Jim Dooley

Viking Fabrication Services (**Atlanta**)
100 Piedmont Court, Suite A
Doraville, GA 30340
Telephone: (770) 446-3068
Fax: (770) 446-3713
vfsatlanta@supplynet.com
Sales Contact: Terry Pickvet, Adam Owens

Viking Fabrication Services (**Houston**)
6911 Fairbanks North Houston Rd.
Suite 100
Houston, TX 77040
Phone: (713) 896-8464
Fax: (713) 896-8429
vfshouston@supplynet.com
Sales Contact: Paul Swan, Jeff Graham

CANADA

Viking SupplyNet (**Toronto**)
325 Vaughan Valley Blvd.
Woodbridge, Ontario L4H 3B5
Phone: (905) 856-3557
Fax: (905) 856-3558
toronto@supplynet.com
Sales Contact: Guy Vachon, Harv Hughey

Viking SupplyNet (**Vancouver**)
9938 201 St., Unit 2
Langley, British Columbia V1M3E9
Phone: (604) 882-2766
Fax: (604) 882-2762
vancouver@supplynet.com
Sales Contact: Nicole Crosby, Harv Hughey

Viking SupplyNet (**Calgary**)
#42 4216 54th Avenue SE
Calgary, Alberta T2C 2E3
Phone: (403) 203-5681
Fax: (403) 203-5682
calgary@supplynet.com
Sales Contact: Harv Hughey

SCS Canada (**Quebec**)
1935 Lionel Bertrand Blvd.
Boisbriand, Quebec J7H 1N8
Telephone: 450-430-7031
Fax: 450-430-9170
scs@polygon.ca

LATIN AMERICA AND THE CARIBBEAN

Viking SupplyNet
2840 SW 42nd Street, Bldg IV
Hollywood, Florida 33312
Telephone: (954) 791-2901
Fax: (954) 791-1181
latinamerica@supplynet.com
Sales Contact: Art Gutierrez

Alvenius (**Brazil**)
Estrada Fernando Nobre, 293/487
Rodovia Raposo Tavares, Km 28,6
06705-490 - Cotia - SP - Brazil
Phone: 55 (11) 4613-6266
Fax: 55 (11) 4613-6261
alvenius@alvenius.ind.br

EUROPE - HEADQUARTERS

Viking SA
Zone Industrielle Haneboesch
L-4562 Differdange/Niedercorn, Luxembourg
Telephone: +352-58-37-37-1
Fax: +352-58-37-36
vikinglux@vikingcorp.com
Sales Contact: Dominique D'Antonio

ADDITIONAL LOCATIONS – EUROPE

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

ASIA – HEADQUARTERS

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

ADDITIONAL LOCATIONS – ASIA

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

SOUTHERN HEMISPHERE LOCATIONS**Australia**

Viking Fire Protection Supplies Pty. Limited
95 - 99 Hardys Road, Underdale SA 5032, Australia
Telephone: +61-8-8352-2888
Fax: +61-8-8352-2755
fireprot@e-access.com.au
Sales Contact: Rick Tanner

South Africa

Firequip CC
P.O. Box 14579, Bredell 1623, South Africa
Telephone: +27-11-396-1800
Fax: +27-11-396-1810
dave@firequip.co.za
Sales Contact: Dave Martin

New Zealand

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

Viking Sales & Services – Auckland

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

Watts

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

Management:

Ken Nolan, National Product Manager

Company Profile:

Founded in 1874, Watts, part of the Watts Water Technologies family, is one of the world's largest

independent valve companies with 10 factories in the United States and Canada. Watts Regulator designs, manufactures, and sells an extensive line of flow control products for the water quality, residential plumbing and heating, commercial and OEM markets.

F.W. Webb

352 Will Drive
Canton, Massachusetts 02021
Phone: 781.828.5559
Fax: 781.828.8060
Internet: www.fwwebb.com

Contact:

Robert Schuler
Email: rs@fwwebb.com

Company Profile:

With 22 years of sprinkler fabrication and distribution experience from a single branch in Stoughton, MA, F.W. Webb has executed a fire protection expansion plan by opening a 50,000 sq. ft. state-of-the-art fabrication plant in Canton, MA and simultaneously added fire protection inventories throughout New England and Upstate New York.

Additionally, we've invested in dedicated sprinkler salespeople at these locations, namely, Cranston, RI; Hartford, CT; Albany, NY; Williston, VT and Portland, ME. Our mission is to grow our business by constantly and consistently improving customer service, providing high quality products at a fair price, and investing in new technology that provides sustainable value to our customers.

Wheatland Tube Company

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

Founded:

1877

Primary Products/Services:

Sprinkler, Standard Pipe, Mechanical A53 and A106 Seamless Fence Framework and electrical conduit.

Sales Contact:

Bob Bussiere, GM Fire Sprinkler Sales

Company Profile:

Wheatland Tube Company has a broad range of listed and approved steel pipe for use in fire sprinkler systems, from our engineered light wall family of Mega products to standard wall schedule 10 & 40 with sizes to 8". MIC SHIELD™ is the only

factory applied antimicrobial coating approved by FM and Lubrizol for use in hybrid sprinkler systems in conjunction with CPVC fire sprinkler systems. Wheatland has products to suit your steel sprinkler applications. For engineering ease, Wheatland also offers the needed seismic and hydraulic calculation data on all products for proper design applications.

Wheeler-Rex

PO Box 688
Ashtabula, Ohio 44005
Telephone: 440.998.2788
Toll Free: 800.321.7950
FAX: 440.992.2925
Email: timb@wheelerrex.com
Internet: www.sheelerrex.com

Founded:

1957

Primary Products/Services:

Tools - Pipe Tools

Market Area:

Worldwide

Hours of Operation:

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

Management:

Tim Bowler - Vice President
Sam Woodland - Sales Manager
Eric Pratt - Sales Manager
Sales Contact: Eric Pratt, Sales Manager
Email: ericp@wheelerrex.com

Company Profile:

Wheeler-Rex is a manufacturer of pipe working tools; pipe cutters, hydrostatic test pumps, pipe threading machines, cut and roll groovers and many other tools for the fire sprinkler market.

Wilkins, a Zurn Company

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

Founded:

1906

Primary Products/Services:

Valves for Fire Suppression Systems

Market Area:

Worldwide

Hours of Operation:

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

Management:

Chris Connors, General Manager

NATIONAL FIRE SPRINKLER ASSOCIATION

Rick Fields, Vice President, Sales & Marketing
Mike Mallas, Sales Manager Fire Protection
Rachael Wiley-Steffen, Director of Brand Marketing

Sales Contact:

Paul Wait, National Sales Manager
Telephone: 805-226-6296
FAX: 805.238.5766

Company Profile:

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



Zurn Pex, Inc.

116 Maple Street
Commerce, Texas 75428
Telephone: 903.886.2580
Toll Free: 800.872.7277
FAX: 800.209.2148
Internet: www.zurnpex.com

Founded:

1900

Primary Products/Services:

PEX for Residential Fire Sprinkler Systems

Market Area:

United States & Canada

Hours of Operation:

8:00 a.m. – 5:00 p.m. CST Monday – Friday

Management:

Trevor Johnson, General Manager
Patrick Sauer, Director of Distribution
Brian Fiorisi, Product Manager

Company Profile:

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



International Fire Sprinkler Association Members



Job GmbH

Kurt-Fischer-Str. 30
Ahrensburg, Hamburg D22926 Germany
Telephone: 011 49 4102 2114-12
FAX: 011 49 4102 2114-70

Management:

Bodo Mueller



Lubrizol Advanced Materials

1411 Whisper Circle
Sebring, Florida 33870
Telephone: 216.447.5142
FAX: 216.447.5750

Management:

Gary Johnson



Minimax GMBH & Co. KG

IndustriestraBe 10/12
Postfach 1260
Bad Oldesloe D-23840
Germany
Telephone: 011 49 45 318 03 252
FAX: 011 49 45 318 03 137

Management:

Klaus Hoffman



Potter Electric Signal Company

5757 Phantom Drive
Hazelwood, Missouri 63042
Telephone: 800.325.3936
FAX: 800.768.8377
Internet: www.pottersignal.com

Management:

Bruce LaRue



Reliable Automatic Sprinkler Company

103 Fairview Park Drive
Elmsford, NY 10523 USA
Telephone: 914. 829.2100
FAX: 914. 592.8605
Internet: www.reliablesprinkler.com

Management:

Kevin T. Fee



Tyco Fire & Building Products

Security House-The Summit
Sunbury-on-Thames, Middlesex England TW16 5DB
Telephone: 011 44 0 1932 743 076
FAX: 011 44 0 1932 743 047



Tyco Fire Products

1467 Elmwood Ave.
Cranston, RI 02910
Tel: 401-781-8220
Toll Free: 800-381-9312
Fax: 401-781-7317
Contact: James Golinveaux



Victaulic

4901 Kesslersville Road
PO Box 31
Easton, Pennsylvania 18044
Telephone: 610.559.3300
FAX: 610.923.3971

Management:

Larry Thau



Viking Group

Zone Industrielle Haneboesch
Differdange, L-4562 Luxembourg
Telephone: 011-352-58-37371
FAX: 011-352-58-3736

Management:

Nicholas Groos

NFSA PROFESSIONAL MEMBERS GUIDE

INDIVIDUALS

Salvador Alvarado
Dutch Harbor, Alaska

Barbara Baccile
West Deptford, New Jersey

John Banasiewicz, Jr.
Murfreesboro, Tennessee

Kathryn Cifa
Germantown, Maryland

James Forbes
Oneonta, New York

Brandon Friel
Denver, Colorado

Greg Gardner
Douglas City, California

Ronald Goodman
Middletown, Delaware

William Hamm
Winter Haven, Florida

Derek Hughes
New York, New York

Michael Larsen
Pueblo, Colorado

Richard Lennerth
Valrico, Florida

William Menster
Punta Gorda, Florida

Jon Nickchen
Greenfield, Wisconsin

Kehinde Odunsi
Brooklyn, New York

Danette Parker
Lubbock, Texas

Milosh Puchovsky
Worcester, Massachusetts

Frank Ruccolo
Scarsdale, New York

Jindra Skala
San Francisco, California

Augusta Thomas
Millville, Delaware

David Urenda
Castle Rock, Colorado

Paul Watcott
Minneapolis, Minnesota

David Williams
Houston, Texas

Michael Wolf
Davie, Florida

Margaret Zabel
Stockton, California 95209

BUSINESSES

AAA Fire Protection
6266 Montcalm Ave.
Newark, CA 94560
Tel: 510.938.0769
Contact: Juan Davila
Email: jdavila5zx@gmail.com

AR Sanchez & Associates
PO Box 194423
San Juan, Puerto Rico 00919-4423
Tel: 787.765.7204
FAX: 787.281.6963
Contact: Alex Sanchez, Engineer
Email: alex@arsanchez.com

Accent Fire Engineering International, Ltd.
PO Box 16175
Santa Fe, New Mexico 87592
Tel: 800.503.1961
FAX: 505.474.4184
Email: accentfire@aol.com
Contact: Jerry D. Watts, S.F.P.E., President
Services: Full-service fire protection engineering.
Licensed FPEs & architects. Plans review services &
expert witness. Certified Inspectors (CFI) & Forensic
specialists. Licensed in AZ, CA, CO, NM, TX, MD and
NY, MS, NJ

AEM, Inc.
PO Box 9346
Peoria, Illinois 61612
Tel: 309.693.7936
FAX: 309.693.9785
Website: www.aemfiresystems.com
Contact: Scott Leopold, P.E., Operations Director
Email: sleopold70@yahoo.com
Services: Fire sprinkler inspection & testing, fire
alarm inspection and testing, backflow preventer
inspection and testing, fire protection consulting and
code review; Expert testimony.

AES Associates, Inc.
29009 188th Ave. SE
Kent, Washington 98032
Tel: 253.630.5321
Contact: J.D. Harpole III
Email: aesassoc@eagleserver.com

AES Insurance Company
3 Stonehedge Ct.
Poughkeepsie, New York 12603
Tel: 845.849.1937
Contact: Kow Ken Sun
Email: ken.sun@ae.com

**Albert F.G. Bedinger Consulting
Engineers, P.C.**
500 Clyde St.
Knoxville, Tennessee 37921
Tel: 865.637.8339
FAX: 865.523.8186
Website: www.bedinger-eng.com
Contact: Albert Bedinger, Owner
Services: HVAC, plumbing, piping & fire protection
design.

Allianz Risk Consulting, LLC
PO Box 3331
Iowa City, Iowa 52244
Telephone: 319.354.9800
FAX: 319.354.1010
Contact: Traci Huffman
Email: traceh67@mchsi.com



Altieri Sebor Wieber Consulting Engineers

31 Knight St.
Norwalk, CT 06851
Tel: 203.866.5538
FAX: 203.866.5243
Contact: David Lussier, Engineer
Email: dlussier@altierisw.com



Alvine Engineering

1102 Douglas on the Mall
Omaha, Nebraska 68102
Tel: 402.346.7007
FAX: 402.346.9576
Contact: Nicholas Bernard
Email: nbernard@alvine.com



Angus Incorporated

1350 E. Westleigh Rd.
Lake Forest, Illinois 60045
Tel: 847.604.9526
FAX: 847.604.9524
Contact: James Kellock, President
Email: angusinco@aol.com



Aon Fire Protection Engineering

1701 N Collins Blvd, Ste 235
Richardson, Texas 75080
Tel: 972.234.1617
Fax: 972.234.2753
Website: www.AonFPE.com
Contact: Warren Bonisch, VP
Services: Fire Protection Engineering, Fire Sprinkler and Alarm Design Services, Code Consulting, Life Safety Evaluations, High Piled Storage Analysis, Mass Notification System Design, Smoke Modeling.

CHICAGO/CORPORATE HEADQUARTERS

1000 Milwaukee Avenue, 5th Floor
Glenview, IL 60025
Phone: 847.953.7700
Fax (Chicago): 847.953.7793
Fax (Corporate): 847.953.7756
Contact: Daniel O'Connor P.E.



Applied Fire Protection Services

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



Aquatech, Inc.

680 Heacock Rd. Ste. 204
Yardley, Pennsylvania 19067-6346
Tel: 215.783.5510
FAX: 215.790.0404
Contact: Rocco Dillio
Email: rdillio@aq2000.com



Associated Technical Services, Ltd.

524 W. St. Charles Rd.
Villa Park, Illinois 60181
Tel: 630.834.1558
FAX: 630.834.5501
Contact: Ralph Gross



Associates Engineering Systems LLC

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



Assurance Agency, Ltd.

One Century Centre
1750 E. Golf Rd.
Schaumburg, Illinois 60173
Tel: 847.463.7296
FAX: 847.463.7111
Website: www.assuranceagency.com
Contact: Gary Peterson, Sr.Vice President

Services: Assurance offers expertise in all likes of business and personal insurance, employee benefits programs, bond placement, claims management

and human resource consulting. Ranked by Business Insurance magazine among the top 50 brokers in the U.S., Assurance offers access and in many cases preferred brokerage status, to well over 100 of the top -rated carriers throughout the country



ATCO Fire Protection Services, Inc.

24400 Highland Rd. Box 25
Richmond Heights, Ohio 44143
Tel: 216.621.8899
FAX: 216.621.6939
Contact: Arthur Tiroly, Owner



Atlantic Design Resources, Ltd.

PO Box 496
Greenland, New Hampshire 03840
Tel: 603.418.0764
FAX: 603.418.6375
Contact: Robert Mangold, Partner



Bardane, Inc.

Branch Circle
Orlando, Florida 32832
Tel: 603.418.0764
FAX: 603.418.6375



BCE Engineers, Inc

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



BCER Engineering, Inc.

5420 Ward Rd. Suite 200
Arvada, CO 80002
Tel: 303.422.7400
FAX: 303.427.7900
Contact: Todd Brand, David Hill



Bear Consulting

523 E. Park Blvd. Flr 2
Villa Park, IL 60181
Phone: 312.753.9674
Contact: Barry Waterman
Email: barry.waterman@gmail.com

Bechtel Marine Propulsion Corp.

10 Sheffield Dr.
Clifton Park, NY 12065
Tel: 585.395.6446

BMT Engineering, P.C.

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

Briggs & Stratton

4231 S. Griffin Ave.
Milwaukee, Wisconsin 53207-5041
Tel: 414.256.5170
Contact: George Borowski
Email: borowski.george@basco.com

Building & Environmental Consultants

1019 Airpark Drive
Sugar Grove, Illinois 60554*-9585
Tel: 630.803.2071
FAX: 630.556.9710
Contact: James Daniel
Email: jdaniel@building-investigations.com
Website: www.building-investigations.com

Cadtech

534 Cambridge Park S
Maumee, Ohio 43537
Tel: 419.893.1338
Contact: Diane Schaefer

Calico-Sterling Company

1015 Acacia Ln.
Davis, California 95616-3213
Tel: 530.219.1960
Contact: William Greene
Email: billgreene@calico-sterling.com

Cascade Fire Tech, Inc.

3850 Magrath Rd.
Bellingham, Washington 98226-8884
Tel: 425.681.5557
Contact: Gary Breiwick, Designer
Email: garyeb@centurytel.net

Center Line Design, Inc.

46 South Broadway
2nd floor
Nyack, New York 10960
Tel: 845.353.6900
FAX: 845.353.6933
Contact: John Coogan, President

Centerline Design, LLC

11402 Geist Valley Dr.
Indianapolis, IN 46236
Tel: 317.410.2200
Contact: Patrick Murray, Owner
Email: pmurray@centerlinedesignllc.com

Charles G. Michel Engineering PC

180 Broadway Ste 300
White Plains, NY 10605
Tel: 914.949.5112
FAX: 914.949.5116
Contact: Charles Michel
Email: cmichel@cgmengineering.com

Cherokee County Fire & Emergency Services

1130 Bluffs Pkwy
Canton, Georgia 30114
Tel: 678.614.9573
Website: www.cherokeefmo.info
Contact: Richard Ruh
Email: rickruh@yahoo.com



Risk Management.

For more than 35 years, CoverXSecurity has been assisting producers with the placement of insurance programs for risks specializing in the sale, service and installation of fire suppression systems. We offer an efficient placement process that allows access to insurance solutions from A.M. Best "A" rated carriers, along with coverage and claims knowledge that has come from our long-standing commitment and dedication to the fire suppression industry. Let us be your partner in finding and securing quality insurance providers and products for your business needs!

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Cinnco, Inc.

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

Circles and Lines Design, Inc.

1208 E. Lakeshore Blvd.
Kissimmee, Florida 34744
Tel: 321.377.5280
FAX: 321.766.7526
Contact: Dean Morton

Closson Insurance Agency, LLC

221 NE Ivanhoe Blvd. Ste 300
Orlando, Florida 32804
Tel: 407.898.2211
FAX: 407.898.1850
Contact: Lenise Zika

Coastwise Fireguard, Inc.

3050 Boulder Ridge Rd.
Webster, Minnesota 55088
Tel: 651.248.5148
Contact: Linda French, P.E.

Code Consultants, Inc.

2043 Woodland Parkway, Ste 300
St. Louis, Missouri 63146
Tel: 314.991.2633
FAX: 314.991.4614
Website: www.codeconsultants.com
Contact: Michael Kirn, P.E.

Services: Internationally recognized fire protection and life safety consulting firm, providing a diverse range of crucial fire protection and life safety consultation and design services.



Codes-Based Solutions, LLC

237 Bancroft Cove
Franklin, Tennessee 37064
Phone (615) 804-1349
Website: www.codesbasedsolutions.com
Email: rtrotter@codesbasedsolutions.com
Contact: Robert Trotter, Owner,
Senior Fire Protection Consultant
Services: Codes-Based Solutions, LLC. – an independent consulting firm specializing in a broad range of fire protection, life safety, and codes-based consulting services, locally and nationally. The firm provides codes-based solutions for the built environment and our expertise ranges from homes to high-rise.

Coker Engineering

1540 Keller Parkway Ste 108
Keller, Texas 76248
Tel: 817.742.2409
FAX: 817.742.0047
Contact: Ronald Coker, P.E., Owner

Collado Engineering

116 South Broadway
Tarrytown, New York 10591
Tel: 914.332.7658
FAX: 914.332.7659
Website www.collado-eng.com
Email: info@collado-eng.com
Contact: Albert Collado, P.E.
Services: Consulting Engineering

Columbia Engineering

8210 Karlov Ave.
Skokie, Illinois 60076
Tel: 847.677.3468
FAX: 847.677.8317
Contact: James Nasby, Owner
Services: Consulting on fire pumps, controllers and motor starting techniques.

Consulting Engineering Services, Inc.

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

C&S Wholesale Grocers, Inc.

7 Corporate Dr.
Keene, New Hampshire 03431
Tel: 508.889.5005
Website: www.cswg.com
Contact: Nicholas Williams
Email: niwillia@cswg.com

Crane Engineering

2355 Polaris Lane North
Ste 120
Minneapolis, Minnesota 55447
Tel: 763.557.9090
FAX: 763.557.0710
Contact: David Hallman

Creighton Engineering

210 No. University Road Ste. 100
Spokane Valley, Washington 99206
Tel: 509.821.9755
FAX: 509.921.9806
Contact: Scott Creighton, President

Cummings & Associates

181 Bow Bog Rd.
Bow, New Hampshire 03304-4001
Tel: 603.224.7453
FAX: 603.224.7467
Contact: Robert Cummings, President
Email: bobcfpe@comcast.net

Dave Watson Associates

1325 West Beecher St.
Adrian, Michigan 49221
Tel: 517.263.8988
FAX: 517.263.2328
Contact: Dave Watson

Davidson Fire Protection Services, Inc.

5270 Princeton Rd.
Liberty Township, Ohio 45011-8412
Tel: 513.887.0016
Fax: 513.887.0059

Contact: Ralph Davidson, C.E.T.
Services: 40 years water based system design and consulting experience. Preliminaries, detailed shop drawings & hydraulic calculations. NICET certified. Will travel.

Design Line Fire Protection, Inc.

7910 171st Lane NW
Ramsey, Minnesota 55303
Tel: 763.274.0768
FAX: 763.241.1659
Email: dsgline@aol.com

Contact: Bruce Thomas, Owner
Services: Design, stocklisting etc.

Donald Mayo-Fire Protection Consultant, Inc.

150 Grove Circle
Pleasant Hill, California 94523
Tel: 925.933.6299

Website: www.donaldmayo.com
Contact: Donald Mayo, President
Services: Code consulting, fire detection & suppression systems specifications, risk and hazard assessment, plan review for code and standards compliance, property inspections and life safety analysis.

Draw 4 Me Fire Systems

2728 Tradition Way
Modesto, California 95355
Tel: 209.543.6190
FAX: 209.543.6190
Contact: Aaron Juarez

DRB Fire Inspection Services, LLC

PO Box 434
Tangerine, Florida 32777
Tel: 352.348.8110
FAX: 352.383.5309
Contact: Daryl R. Bailey, Owner/Manager
Services: Fire and life safety code consulting, independent fire and life safety code inspections, assist with needed fire flow calculations, assist

with hydrant flow testing, CAD drawings; backflow preventer testing; property analysis; assist with dealing with local authorities.

Dunn Well LLC.

4601 Creekstone Dr. Ste 200
Durham, NNorth Carolina 27703
Telephone: 919.744.2228
FAX: 919.661.5745
Contact: Bob Guthrie
Email: bob.guthrie@dunnwell.com

Dyne Technologies LLC

2357 Ventura Drive
Woodbury, Minnesota 55125
Tel: 651.917.0644
FAX: 651.917.0646
Website: www.dyneusa.com
Email: lab@dyneusa.com
Contact Name Julie Bunch,
Sales Manager
Email julie@dyneusa.com
Products or Services Offered: Fire Fighting Foam Testing, Sprinkler System Antifreeze Solution Testing, Compressed Breathing Air Testing

EBL Fire Engineering-Div. of EBL Engineers

8005 Hartford Rd.
Baltimore, Maryland 21234
Tel: 410.668.8000
FAX: 410.668.8001
Contact: Jeffrey Paul McBride

EGI Mechanical, Inc.

PO Box 65
Seymour, Wisconsin 54165
Tel: 920.833.1070
FAX: 920.833.1074
Contact: Todd Olsen

Earthwise Architecture

41 Barton St.
Millerton, NY 12546
Tel: 845.233.1133
Contact: Raymond Nelson
Email: earthwsearch@gmail.com

Eli Lilly and Company

Lilly Corporate Center
Indianapolis, Indiana 46285
Tel: 317.276.7254
Contact: Thomas Ford

Elite Sprinkler Design & Consulting, Inc.

2361 Niles-Cortland Rd.
Cortland, Ohio 44410
Tel: 330.638.5332
FAX: 330.638.5332
Contact: Michael Eddy
Email: mike@elitesprinklerdesign.com

Engineered Fire Systems, Inc.

11832 Tammy Way
Grass Valley, California 95949
Tel: 530.274.9400
Fax: 530.274.9488
Website: www.engineeredfiresystems.com Email: eprice@engineeredfiresystem.com Contact: Eric Price, SET, President Services: Fire sprinkler system design with over 35 years of experience. NICET level 3 and 4 designers on staff

Engineering Dynamics Corp.

66 Wailani Street
Wailuku, Hawaii 96793
Tel: 808.242.1644
FAX: 808.242.0838
Contact: Douglas Gomes, P.E.

Engineering Systems, Inc

6230 Regency Pkwy
Norcross, GA 30071
Tel: 678.990.3280
Contact: Michael Hayes
Email: mdhayes@esiatl.com

Exponent Failure Analysis Associates®, Inc.

17000 Science Drive Suite 200
Bowie, Maryland 20715
Tel: 301.291.2515
FAX: 301.291.2598
Contact: Andrew Blum, CFEI

Website:

http://www.exponent.com/fire_protection_engineering/

Services: Provide engineering failure analysis and forensic fire protection engineering services for subrogation and litigation purposes. Also perform traditional fire/life safety evaluations/analyses

FPD Systems, Inc.

170 S. Canyon Woods Rd.
Anaheim, CA 92807
Tel: 714.682.5525
FAX: 714.685.0716
Contact: Gene Janecko
Email: gene@fpdsystemsinc.com

Finean Engineering, PC

6600 Queens Midtown Expy Ste 205
Maspeth, NY 11378
Tel: 718.803.1522
FAX: 718.803.6466
Contact: John Driscoll
Email: johndriscoll@fineanengineering.com

Fire Protechs, Inc.

5224 W State Rd 46
Sanford, FL 32771
Tel: 407.608.5604
Contact: Chris West
Email: cwest@fptechs.com

Fire Protection Consulting

3115 NW 132nd Pl.
Portland, Oregon 97229
Tel: 503.531.8717
FAX: 503.531.8564
Contact: David Gessert, P.E.

Fire Protection de Colombia

PO Box 5129
Medellin, Colombia
Tel: 574.288.8811
FAX: 574.288.6500
Contact: Eduardo Padilla, Gerente General

Fire Protection Design Consultant

2294 Georgetown Circle
Aurora, Illinois 60503
Telephone: 630.638.0265
Contact: Joseph M. Henk, Fire Sprinkler Designer

Fire Protection Design, Inc.

102 Red Hill Rd.
New City, New York 10956
Tel: 845.634.2133
FAX: 845.623.1533
Contact: Andrew Koutsoftas, President

Fire Safety Consultant, Inc.

509 Latsmere Dr.
Harrisburg, Pennsylvania 17109
Tel: 717.561.8787
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FAX: 518.381.6026
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Services: Fire Protection and Fire Alarm Engineering Services.

Staggs & Fisher Consulting Engineers, Inc.

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FAX: 859.271.3613
Contact: Kevin Middleton

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Muscatine, Iowa 52761
Tel: 563.264.6234
FAX: 563.264.6858
Contact: Marlys Grete

Sternco Engineers, Inc.

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FAX: 928.782.1088
Contact: Robert Ramos

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Contact: Richard Strong

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FAX: 281.275.2850
Website: www.sugarlandtx.gov
Contact: Jeff Krehmeier
Email: jkrehmeier@sugarlandtx.gov

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Contact: John Sylvester, V.P.
Email: john@sylvesterdesign.com
Services: Fire Protection Design Services

Systems Approach, Ltd.

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Newark, Delaware 19713
Tel: 302.454.1000
FAX: 302.454.4750
Contact: James Delp

TAS Fire Protection LLC

35 3rd St.
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Tel: 732.597.6357
Website: www.tasfire.com
Contact: Trevor Silvers
Email: info@tasfire.com

TC Engineering Ltd.

1465 Parkway Blvd. #112
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FAX: 604.475.7733
Contact: Tian Cai
Email: tcsprinkler@gmail.com

Technical Fire Service LLC

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Tel: 787.287.9548
FAX: 787.790.2429
Contact: Luis Roig

Terri Leyton Consulting, Inc. (TLC FIRE)

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San Diego, California 92110
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Fax: 619.684.5845
Website: www.tlcfire.com
Contact: Terri Simmons Leyton, President
Email: terri@tlcfire.com
Services: Fire Protection Consulting Services,
Training, AHJ Relations

The Protection Engineering Group, PC

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Chantilly, Virginia 20151
Tel: 703.488.2282
FAX: 703.488.9994
Contact: John O'Neill

The Rock Brook Consulting Group

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Dayton, New Jersey 08810-0900
Tel: 732.438.1600
FAX: 732.438.1605
Contact: Karen Papsin, P.E.
Website: www.therockbrook.com

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FAX: 212.645.3905
Contact: William Polise

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FAX: 518.275.0792
Contact: Doug Nadeau

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FAX: 508.846.6442
Contact: Lionel Bella

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FAX: 425.917.1705
Contact: Eric Tuazon, P.E.

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Email: ajhill@bechtel.com

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FAX: 503.249.0672
Contact: Ed Wallace, Service Mgr.
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2804 W. Detroit St.
Broken Arrow, OK 74012
Tel: 918.808.7509
Contact: Ronald Fujikawa

Upstate Fire Protection Engineering

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Liverpool, New York 13090
Tel: 315.935.6566
Contact: Michael Klemenz, P.E.

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Tel: 920.322.9683
FAX: 920.322.9685
Contact: James Michels

Veritas Fire Engineering, Inc.

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The Voice of the Fire Sprinkler Industry

Taking a Pro-Active Stance

By Ron Brown

The fire sprinkler industry has become more of a topic of discussion and, at times, tense public debate in Indiana over the past few years. Why is that the case? The industry's recent renewed recognition and attention has occurred because of unfriendly industry legislative initiatives undertaken in 2008 and a 2010 effort on the part of the state's Fire Prevention Building Safety Commission to remove the fire sprinkler requirement for R1 and R2 residential occupancy classifications from the Indiana building code which is based on the 2007 edition of the International Building Code. Because many Indiana fire sprinkler companies came together in response to these unfriendly efforts, fire sprinkler contractors were able to turn back the damaging effect of the legislative and administrative initiatives.

Out of this success, several Indiana fire sprinkler contractors came together to form the Indiana Fire and Life Safety Coalition (IFLSC), a 503C tax exempt non-profit corporation. The purpose of the IFLSC was initially to:

- 1) Hire a lobbyist to represent the IFLSC at both the legislative and state administrative level
- 2) gain a fire sprinkler friendly appointment to the states Fire Prevention Building Safety Commission and 3) to develop a legislative agenda that would be beneficial to the fire sprinkler industry as a whole in the state of Indiana. To date, the Coalition has achieved items

one and two but they have yet to develop a pro-active fire sprinkler friendly legislative agenda. Meetings are taking place in the first half of this year to accomplish this goal.

Along with the Indiana successes listed above, we are now seeing a greater effort on the part of our fire sprinkler contractors to market and promote the fire sprinkler industry across the state. Case in point are initiatives undertaken by **Ryan Fire Protection**, a Noblesville, Indiana-based fire sprinkler company and long standing NFSA member company.

Networking Opportunity

Let's take a look at what Ryan has done to provide a networking opportunity for both potential customers and current and past customers, as well as local and state building and fire officials.

Ryan purchased a used fire truck. After doing some refurbishing work on it, the truck was placed in service as a tailgating feature at Indianapolis Colts home games at Lucas Oil Stadium in Indianapolis. What a way to meet and make friends with new customers and design professionals who have an interest in or a business connection with the fire sprinkler industry! In the off season, the truck will be used to provide lunches to community professional organizations and AHJs as a mobile "lunch and learn" vehicle. This initiative is helping Ryan Fire Protection brand its company name and, at the same time, courting fire sprinkler customers

and promoting the fire sprinkler concept.

Ryan has conducted several lunch and learn opportunities in the past, inviting construction professionals, general contractors and state building and fire officials. Ryan has an impressive, fully functional fire sprinkler lab in its fabrication shop that is often used during the lunch and learn classes to reinforce the topic of the day. There is no better way to promote the industry than to educate customers, contractors and AHJs on the latest information from the industry. This type of activity serves the entire industry extremely well.

How about inviting architects, engineers, potential customers, AHJs and state building officials to a side-by-side burn demonstration and a fire sprinkler trailer demonstration? Ryan has done that a couple of times and has had large crowds at every event. A few hours, coupled with a few dozen donuts and 20 to 30 pizzas and you have a great opportunity to sell you business and the fire sprinkler concept.

>> CONTINUED ON PAGE 70



Great Lakes
Regional Manager

Ron Brown



Ryan Fire Protection's tailgate extravaganza at Colts/Packers football game.



Great attendance at Ryan Fire Protection's "Lunch and Learn"



Burn demo draws large, enthusiastic crowd.



>>CONTINUED FROM PAGE 69

Success!

The frosting on this cake was a successful event held in January of this year that drew major media attention to Ryan Fire Protection and to the issue of residential fire sprinklers in the state and across the nation. Local station Fox 59 spent several hours at the lunch and learn event filming the side-by-side and recording interviews with attendees at the demonstration. Indianapolis based channel Fox 59 aired a four-minute news story on the burn demonstration on February 18, 2013. Try to buy four minutes of coverage on a prominent news channel and you will be shocked at the cost. This free coverage is invaluable to both Ryan and the fire sprinkler industry.

An interesting and impressive way Ryan introduced its team to a potential customer in Tennessee was to gather its

employees in the parking lot and have them form up in the shape of the new Music City Center building that it had bid on. These are the type of creative marketing ideas that lead to making a BIG impression on potential customers and business decision makers.

Ryan Fire Protection and its employees are much involved with various building and construction trade-related state organizations and associations. Ryan often attends, sets up display space and serves as a host at many of the state's trade association events.

Finally, Ryan was involved with the students of Purdue University School of Construction and Engineering as Purdue entered and built a project home for the 2010 Solar Decathlon. The 2010 Decathlon was the first time ever that all Decathlon entries were required to have a residential fire sprinkler system designed and

installed in the project. Ryan and Road Local 669 assisted the Purdue team with all aspects of the fire sprinkler system. Information about the U.S. Department of Energy 2013 Solar Decathlon can be found at <http://www.solardecathlon.gov/teams.html>.

Under the leadership of an impressive management team, along with Mark Riffey, Vice President of Business Development and former NFSA employee, I see a company headed in the right direction when it comes to branding, capturing market share and promoting the fire sprinkler concept and the industry as a whole. It doesn't get much better than Ryan! Ryan Fire Protection and the entire Indiana fire sprinkler industry are all well served by the commitment Ryan has to the fire sprinkler concept. ①

By Karl Wiegand, P.E.

The NFSA Engineering and Standards Committee

In following our motto, The Voice of the Fire Sprinkler Industry, NFSA takes a stance on most issues within the water-based fire suppression community. We sit on NFPA Code and Standards Committees, provide input to ICC codes, sit on AWWA Committees, and represent the sprinkler industry in other areas as well. But, how do we determine what the interests of the fire sprinkler industry are?

The answer to this question is through NFSA's Engineering and Standards Committee. The Engineering and Standards committee (E&S committee for short) was originally conceived in 1945 and established in 1946 as the Fact Finding Committee to study existing sprinkler rules, help with fire testing at Underwriters Laboratories and the Chicago Institute of Technology, and work with insurance representatives to improve availability of automatic sprinklers to control and extinguish fires. In 1972, the committee's name changed to the Engineering and Standards Committee. Currently, the E&S Committee directs the NFSA on their technical stance on all important issues that affect the fire sprinkler industry. From our proposals to NFPA codes to our Council for Research Projects, the E&S Committee provides input and direction to help determine the Association's stance.

Committee Responsibilities

Twice a year, the NFSA E&S Committee meets to discuss and make decisions on important issues within the water-based fire suppression industry. They

also organize subcommittees for dealing with issues within the industry, appoint representatives to other committees, and correspond through email and conference calls to deal with issues that come up between meetings.

The NFSA Engineering Department and the E&S Committee provide representation and direction to not only the major water-based fire protection documents, such as NFPA 13 and NFPA 20, but on almost all of the water-based fire protection related documents. Currently there is representation from the NFSA Engineering department and the E&S Committee on over 50 NFPA committees and 3 AWWA committees. The E&S Committee directs the NFSA staff on what input the NFSA should make to these documents as well as the stance they should take on other items that are submitted to the codes, standards, and manuals of practice.

What makes the E&S Committee an accurate representation of the membership of the NFSA?

The E&S committee has representatives from every aspect of the sprinkler industry. The committee currently has a total of 28 members and 25 alternate members who can vote on the member's behalf in their absence. There are seven manufacturer representatives, one from each of the seven sprinkler manufacturers. There are three representatives appointed by the Supplier and Manufacturer's Council to represent them. There are 14 contractor representatives. 12 of them are regional representatives appointed by the contractor from the region

to serve on the Board of Directors. These 12 contractors represent the following regions: Northeast, Mid-Atlantic, Southeast, Florida, Great Lakes, North Central, South Central, Pacific, Pacific Northwest, and Great Plains. The final two contractor representatives are national representatives. One of them is appointed by the National Contractor-at-Large on the Board of Directors and the other represents the only contractor that is national in scope in the NFSA. There are three "member-at-large" representatives. Member-at-large representatives are experts appointed by the committee to help provide information on areas that the committee feels it does not have enough expertise in. Finally there is one representative from the Canadian Automatic Sprinkler Association.

Current Activity

Last spring, the E&S Committee formed, supported and put in place a strategy to get six notices of intent to make a motion (NITMAMs) passed at the public NFPA hearing. It was important for the E&S committee to win these issues at this

>> CONTINUED ON PAGE 72



NFSA Manager
of Installation
Standards

Karl Wiegand, P.E.

hearing because although there are a few more levels of appeal to prevent or cause a code change, this is the last stage of the code process where a change is likely to occur. The six NITMAMs; prevented a requirement from entering NFPA 20 to put all pumps in series in the same pump room, prevented the implementation of a fuel supply maintenance program to NFPA 20, prevented the removal of some compatibility requirements from NFPA 13 and 13R, continued the reasonable use of residential sprinklers in areas outside of the dwelling unit in NFPA 13R systems, and continued to allow lateral braces to be omitted when hanger rods are six inches or less in length.

Currently one of the major issues the E&S Committee is working to deal with is the antifreeze issue. The E&S Committee has created a subcommittee to follow the research being done on antifreeze. They are tasked with helping to craft appropriate language for TIAs and the next edition of NFPA 13 in regards to antifreeze and to make sure that the issue is dealt with in the best interest of the sprinkler industry. The E&S Committee organizes many such subcommittees to address many issues that the sprinkler industry is dealing with. Another important issue the committee has been dealing with is shadow areas. Shadow areas are small areas of floor space that are "shadowed" from direct spray of a sprinkler. The NFPA 13 Committee was unsuccessful on deciding parameters for such a rule during the last NFPA 13 code cycle. An NFSA subcommittee has been working with the Viking Corporation to look into acceptable parameters for a shadow area rule.

Even though the 2013 edition of NFPA 13, 13R, 13D, and 20 were just recently published about six months ago, the E&S Committee is already working to put together proposals for the 2016 edition of these documents which will be starting their next cycle this spring. The E&S committee is also closely following NFPA 25 through the remainder of its cycle.

The NFSA is grateful to the dedicated volunteers that make up the E & S committee and to their companies that donate their time and travel expenses to help improve our industry. ①

**Engineering and Standards Committee
Contractor Representation - Effective 12/2012**

Area	Designation	States Covered	E&S Voting Member	E&S Alternate
1	Northeast	CT, MA, ME, NH, NY, RI, VT	Timothy Bowe	Scott Enides
2	Mid-Atlantic	DC, DE, MD, NJ, PA, VA	Richard Battista	Michael Greco
3	Southeast / Tennessee	AL, GA, MS, NC, SC, TN	Dave Dixon	Steve Escue
4	Florida	FL, PR	Peter Schwab	George Stanley
5	Great Lakes	IN, KY, MI, OH, WV	Ron Webb	Jon Ackley
6	North Central	IL, MN, WI	Ed Kadlec, Jr.	Jeff Bateman
7	South Central	AR, LA, OK, TX	Ricky Jackson	Conor Kauffman
8	Central	IA, KS, MO	Jeff Hewitt	
9	Southwest	AZ, NM, NV	Rob Vincent	Jim Charrette
10	Pacific	CA, HI	Jack Thacker	Fred Benn
11	Pacific Northwest	AK, ID, MT, OR, WA	Kevin Marr	Phil Stoehr
12	Great Plains	CO, NE, ND, SD, UT, WY	John Hulett	Marinus Both
	At Large	USA	Richard Ray	Brian Conway
	National Contractor	Simplex-Grinnell	Terry Victor	John Pecot
	CASA		Alex Hoffman	Matthew Osburn
	Member at Large		Top Myers	N/A
	Member at Large		Aus Marburger	N/A
	Member at Large		Cecil Bilbo	N/A

Manufacturers/SAM

Representation	Member	Alternate
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Globe	Brian Hoening	
Tyco / Grinnell	Mark Fessenden	Kevin Maughan
Reliable	Tom Multer	David Asplund
Tyco / Star	Manuel Silva	Ted Archibald
Victaulic	Daniel Wake	Chris Stason
Viking	Tom Deegan	Scott Franson
SAM - 1	Michael Berkelhammer - United Brass	Mike Ryan - Wheatland Tube
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Richard Ackley Named 2013 Golden Sprinkler Award Recipient

Each year the NFSA Awards Committee reaches out to its membership to identify a leader, one whose lifetime contributions to the fire sprinkler industry warrant special recognition. That recognition comes with the presentation of the Golden Sprinkler Award, the Association's highest honor. This year's recipient is **Richard A. Ackley**.

As founder and current President of Dalmatian Fire, Inc., Rich expanded his Indianapolis-based fire sprinkler business he started in 1989 with offices in Cincinnati and later Columbus, Ohio and Louisville, Kentucky. Dalmatian Fire, Inc. is currently the largest independently owned Local 669 Union fire sprinkler company in the nation.

Rich has always given back to the industry being a near lifetime member of NFSA and NFPA. He chaired the Southern Ohio Fire Sprinkler Association at the age of 23, chaired the Indiana Fire Sprinkler Association in 1993 - 1994, served seven years on the Local 669 JATC from 1992 - 1999, rep-

resented the sprinkler industry on the Top Notch Board in Indiana for a decade and has served on the Board of Directors of the National Fire Sprinkler Association for the last 12 years as Area 5 Director representing Indiana, Ohio, Kentucky, Michigan and West Virginia. In addition to serving on numerous NFSA committees over the years, Rich currently serves on the NFSA Contractors Council, the Labor Advisory Committee, chairs the NFSA Membership Committee and has been involved with six Local 669 Negotiating Committees for collective bargaining purposes.

Rich will be presented with the Golden Sprinkler Award during the opening session of this year's NFSA Annual Seminar and North American Fire Sprinkler Expo™ on April 4th at Caesars Palace in Las Vegas, Nevada.

Eric Gleason Named NFSA Great Plains Regional Manager

Colorado native **Eric Gleason** is NFSA's new Great Plains Regional Manager. Gleason

returned to Colorado two years ago after spending 10 years on the East Coast. He was a family homebuilder for 15 years and a commercial and residential builder for 10. Gleason has built homes in Colorado, Georgia, Arizona, North Carolina, Virginia, Washington DC, Delaware and Maryland.

He is a member of The National Association of Realtors and The National Home Builders Association.

Gleason will be serving the states of Colorado, Nebraska, Utah and Whoming. You may contact him at Gleason@nfsa.org or 720.470.4894.

Advanced Hydraulics Training Offered in Conjunction with Annual Seminar

In conjunction with the NFSA Annual Seminar and North American Fire Sprinkler Expo™ at Caesars Palace in Las Vegas we are pleased to offer a new seminar on Advanced Hydraulics.

The seminar will be taught by NFSA

» CONTINUED ON PAGE 75



PEOPLE

Aegis Technologies Reintroduces Adjustable Drops

Erik T. Jensen, after having successfully helped develop Merit Manufacturing & National Fittings, Erik and his partners are

at it again with Aegis Technologies, Inc. At time when the United States has lost millions of manufacturing jobs, Erik, co-founder and President, has taken up the challenge to provide the sprinkler industry with competitive U.S. manufactured pipe fittings again. Aegis' first product, the "Adjuster", is a reintroduction of adjustable drops to the fire sprinkler contractor after many years of not being marketed. The "Adjuster's" salient labor saving features and quality design represents

economy within the context of sound engineering practices. Additionally, Aegis has developed the "Dropster" reducing nipple that eliminates tradition reducing coupling make-on costs and one potential system leak path, thereby helping fitters and fabrication shops alike become more efficient.

For more information contact: Aegis Technologies, Inc., 295 E Swedesford Rd #280, Wayne, PA 19087 Ph: 610-676-0300 website: www.aegistechnologiesinc.com

>> CONTINUED FROM PAGE 74

Vice President of Engineering **Ken Isman**, and covers a wide variety of topics all having to do with making decisions regarding the discharge criteria for sprinklers and nozzles (flow, pressure, number of sprinklers in the design area, location of sprinklers in the design area) for advanced and complex situations in fire sprinkler and water spray systems.

As an advanced topic seminar, we begin with the assumption that the participant knows and understands the meaning of basic hydraulic terms such as density and design area as well as knowing the Ha This year in conjunction with the NFSA Annual Seminar and North American Fire Sprinkler Expo™ at Caesars Palace in Las Vegas we are pleased to offer a new seminar on Advanced Hydraulics.

This seminar is an excellent study session for people holding NICET Level II certification in Layout of Water-Based Fire Protection Systems who are preparing to sit for the Level III certification exams. This program will cover information from NFPA 13, NFPA 15 and NFPA 16.

Learning Outcomes: At the end of this seminar, the participant will be able to:

1. Calculate the minimum required discharge for sprinklers non-uniformly spaced in a building or room.
2. Formulate the location of sprinklers in the design area in buildings where the sprinklers are non-uniformly spaced.
3. Recognize situations where the Room Design Method is advantageous to use to determine the design area and correctly identify the sprinklers in the design area.
4. Calculate sprinkler systems with sprinklers in small compartments that can be omitted from the calculations.
5. Calculate C-factor for pipe and maximum water supply availability using the Hazen-Williams formula.
6. Calculate friction loss for fluid flow in pipes using the Darcy-Weisbach method of calculation.
7. Recognize where NFPA 15 and NFPA 16 require the use of velocity pressure calculations.

8. Calculate fire sprinkler and water spray systems using the velocity pressure method of calculations.

Seminar Date: **Saturday, April 6, 2013**

Seminar Time: 8:00AM to 4:00PM – lunch will be provided

The seminar will provide 0.7 CEUs and 7 CPDs

Cost: is \$100 for NFSA Members and AHJs and \$175 for Non-members.

Go to the *NFSA Training Page* at our website for more information.

NFSA LinkedIn™ Profile in Top 1% of Most-Viewed for 2012

NFSA is proud to announce that we have received official notification from LinkedIn™ that the NFSA profile is counted in the top 1% of most-viewed profiles for 2012. LinkedIn members number over 200 million, giving NFSA a virtually unlimited platform to promote and advance not only the Association, but the fire sprinkler industry as well. NFSA's group members now number 3,500 strong and continue to grow on a daily basis. The group is an active sounding board with discussion regarding both local and national events that are pertinent to the fire sprinkler industry.

Joanne Genadio, NFSA's Marketing Manager, attributes the success of NFSA's LinkedIn profile to daily outreach to other groups that are pertinent to the industry. "We've joined ICC, SFPE, NICET, Firefighter and Green Building groups, among others. It is through posting on these group pages and interacting with their members that builds the NFSA brand and increases interest in our profile."

NFSA would like to thank all staff and members that take the time to participate in its very active social networks. To join the NFSA LinkedIn group, go to www.linkedin.com and search "NFSA" in groups. Take a look at what's going on there and take the time to get involved. 📞

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LEGISLATIVE UPDATE:

New York:

- A1943-2013 "An Act Relating to the Tax Law, in Relation to Granting a Deduction in Personal Income Tax for Home Security Expenses"

Northeast Regional Manager, Dominick Kasmauskas has been in contact with both the Sponsor and the Assembly Ways & Means Committee to have the Bill amended to include Residential Fire Sprinklers.

- A972-2013 "An Act ...To Require Installation and Testing Of Fire Equipment and Sprinkler Systems at Pet Stores"

Kasmauskas has forwarded suggested language to amend the Bill. The present language includes dictation of inspection schedules, which do not align with NFPA 25. I have spoken with and worked with the sponsor's staff to fix this so it doesn't drive the Code Officials and Store Owners crazy.

- A987-2013 "An Act to Amend the Tax Law, in Relation To Exempting the Sale of Fire Extinguishers, Smoke Alarms, Heat Sensors and Carbon Monoxide Detectors for Residential Use from Sales and Use Taxes"...

Here also, Kasmauskas has suggested that residential fire sprinklers be amended into the language.

New Hampshire:

- HB278- This act is language to assist municipal planning boards in offering alternatives with fire sprinklers for one- and two-family homes. Parties from both sides of the fire sprinkler issue worked on this language. Public hearing was January 30th and Executive Session was February 5th.

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

2012 Lowest Fire Death Rate in Maryland's History

During the Maryland Fire Marshals' Sub Committee meeting on January 23rd, State Fire Marshal William Barnard reported 2012 had the lowest fire death rate since the recording of such statistics. 51 fire deaths were recorded in 2012 beating the previous low record of 60. The Fire Marshal also reported there have been eight fire deaths so far this year of which two were homicide related.

Update on NJFSAB Rescue of American Legion Post 136 in Lodi, New Jersey

Efforts to help Joseph M. Lane, American Legion Post in Lodi with their sprinkler system have been completed. The system redesign was completed by Charlie Hamilton, Northeast Fire Protection, Inc. Supplies were donated and delivered by Atlantic American on January 2nd. The installation by journeymen and apprentices from Sprinkler Fitters Local 696 began and were completed during the following week under the direction of Gary Koenig, Instructor for Local 696. Others who pitched in and provided supplies included Fireguard, Tyco, Victaulic, Ames, and Windustrial.

As you may recall this issue came to our attention through a news article in the Star Ledger Newspaper on August 20, 2012 about the John M. Lane American Legion Post 136 in Lodi, NJ. Charlie Hamilton, Northeast Fire Protection and

>>CONTINUED ON PAGE 78

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REGIONAL ROUNDUP

>> CONTINUED FROM PAGE 77

Sprinkler Fitters Local 696 Business Manager Kevin Bellew, both being veterans, were upset when the article appeared in the newspaper and felt that something had to be done.

The project came to a close with a media event on Saturday, January 12th. Several media entities, including the Bergen Record, Star Ledger, The Gazette and News 12 New Jersey came out to cover the story and interview the leadership of the American Legion Post, Kevin Bellew and Dave Kurasz. Unfortunately Charlie Hamilton could not be at the media event as he was recovering from a skiing accident.

More on this story will be featured in a future article in SQ.

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

SOUTHEAST REGION



WAYNE WAGGONER

Associate Director of Regional Operations - South

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

Mississippi State University Perfect on Institutions of Higher Learning Fire Sprinkler Mandate

Representatives from the Mississippi Board of Trustees of State Institutions of Higher Learning recently reported Mississippi State University is the only school in the state to meet its directive for sprinkler systems in every dormitory, fraternity and sorority, more than eight years after the University of Mississippi fraternity house fire that precipitated the requirement.

Three Ole Miss students died in August 2004 from a fire at the University's Alpha Tau Omega house, which did not have a sprinkler system at the time. Mississippi

legislators passed a law in 2005 requiring fire alarms and smoke detectors in all sorority and fraternity houses on state property.

MSU submitted a plan to meet the directive by 2011 that IHL accepted and MSU finished the job early, with sprinklers in all residence halls and in all on-campus Greek houses by 2010. Since 2005, MSU has installed sprinklers in 10 residence halls - three old buildings and seven newly constructed during the period - for approximately \$3 million.

Since then, MSU has constructed one new Greek house with sprinklers, bringing the total to 20. MSU started the project with four residential halls with no sprinklers, and while three received sprinklers, one was torn down.

The IHL Board reported seven fraternity houses at Ole Miss still lack sprinklers, and in September, Ole Miss gave those fraternities an August 1, 2013 deadline to install sprinklers or face eviction. The IHL board

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REGIONAL ROUNDUP

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also reported that several universities had at least one dorm with no sprinklers, including Alcorn State University, Delta State University, Mississippi Valley State University and Mississippi University for Women.

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

Florida Fire Sprinkler Association Elects Zarko Ognjenovic as President

The Board of the Florida Fire Sprinkler Association, a chapter of NFSA, unanimously elected Zarko Ognjenovic to serve as President for the 2013 term. Zarko has served on the FFSA Board of Directors since 2010, including serving on the Executive Committee as first and second Vice President.

Zarko has a long history in the fire protection industry. He currently serves as CEO of Milton J. Wood Fire Protection in Jacksonville, Florida. He has been with MJ Wood since 1995. Prior to joining MJ Wood, Zarko gained valuable experience providing fire protection design services in Europe. Since that time, Zarko has continued to gain experience on a wide range of government and private sector projects throughout the United States and Europe, progressing through positions in system design, estimating and project management. Zarko is a member of NFPA and NE Florida SFPE Chapter. He has a Bachelor of Science Degree in Mechanical Engineering from the University of Zagreb, Croatia; NICET Level IV Automatic Sprinkler Systems Layout, NICET Level IV Special Hazards Suppression Systems, NICET Level II Fire Alarm

Systems and is a licensed Fire Protection Engineer.

In addition to electing Zarko as President to the Board the following positions were also elected: the First Vice President, Mark Peters of Grunau, Second Vice President Joey Hatfield of Naples Fire Protection and Secretary/Treasurer Clark Gey of Wayne Automatic Fire Sprinklers, Inc.

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

GREAT LAKES REGION



RON BROWN
Regional Manager

INDIANA, MICHIGAN, OHIO,
WEST VIRGINIA, KENTUCKY

Ryan Fire Protection Conducts An Impressive Side-by-Side Burn

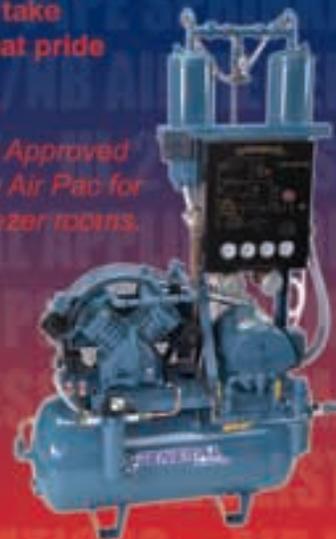
As part of an ongoing Lunch and Learn program, NFSA Contractor Member, Ryan Fire Protection of Noblesville, Indiana conducted a very well-attended side-by-side fire sprinkler demonstration on January 30th. The event was organized by Mark Riffey, Vice President of Business Development and Marketing and Dan and Jerry Ryan, President and Executive Director of Operations. NFSA Regional Manager Ron Brown helped the special invitation effort and pitched in on the presentation during the event. Three members of the State Fire Prevention and Building Safety Commission were in attendance including the commissions' newest member, Mr. Pat Richards, a local home builder. Ryan Fire Protection has been very involved with the promotion of the fire sprinkler concept in Indiana. According to Ron Brown, efforts on the part of Ryan Fire Protection coupled with the involvement and efforts of companies such as Dalmatian Fire, Tri-State, Brenneco Fire Protection, VFP and U.S. Automatic, the fire sprinkler message are making a difference in the market

>> CONTINUED ON PAGE 80

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REGIONAL ROUNDUP

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place in Indiana. These companies are involved in the leadership of the Indiana Fire and Life Safety Coalition, a coalition focused on spreading the word on the value of fire sprinklers in all construction.

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.

NORTH CENTRAL REGION



BOB KLEINHEINZ
Regional Manager

MINNESOTA, WISCONSIN, NORTH DAKOTA,
SOUTH DAKOTA

South Dakota Senate Bill Introduced

The following Bill was heard on January 25th. This Bill will not allow any area to adopt a residential sprinkler requirement. The Rapid City Fire Department, along with local contractors is attempting to defeat this Bill. Calls are being made to the offices of the members that are hearing the Bill and the fire service will be present at the committee hearing. When we know the results of the committee hearing we will inform everyone of the next steps in this process.

South Dakota Senate Bill 93:

FOR AN ACT ENTITLED, An Act to revise certain provisions concerning requirements of fire sprinklers in single family dwellings. BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF SOUTH DAKOTA: Section 1. That § 11-10-5 be amended to read as follows: 11-10-5. If the governing body of any local unit of government adopts any ordinance prescribing standards for new construction, the ordinance shall comply with the 2012 edition of the International Building Code as published by the International Code Council, Incorporated. The governing body may amend, modify, or delete any portion of the International Building Code before enacting such an ordinance. Additional deletions,

modifications, and amendments to the municipal ordinance may be made by the governing body and are effective upon their adoption and filing with the municipal finance officer. Additional deletions, modifications, and amendments to the county ordinance may be made by the governing body, and are effective upon their adoption and filing with the county auditor. No ordinance may apply to mobile or manufactured homes as defined in chapter 32-7A which are constructed in compliance with the applicable prevailing standards of the United States Department of Housing and Urban Development at the time of construction. No ordinance may require that any fire sprinkler system be installed in a single family dwelling. No local unit of government may require the installation of any fire sprinkler system in a single family dwelling as condition for approval of any building permit or plat. No ordinance may apply to any specialty resort or vacation home establishment as defined in chapter 34-18 that is constructed in compliance with the requirements of Group R-3 of the 2012 edition of the International Building Code.

Bob Kleinheinz is the NFSA Regional Manager for the North Central Region. He can be reached at Kleinheinz@nfsa.org or 509 Dawes Street, Libertyville, Illinois 60048, Phone 914.671.1975.

ILLINOIS REGION



TOM LIA
Regional Manager

ILLINOIS

Sprinkler Save in Des Plaines, Illinois

Des Plaines, Illinois fire authorities are crediting a building's sprinkler system with preventing greater damage after a fire broke out at a business early Sunday morning.

Firefighters arrived on the scene of a large fire just after midnight in the shop area of a commercial building. The building's sprinkler system contained the fire, allowing firefighters to quickly extinguish

it. The building was closed at the time, and no one was injured.

Investigators are still determining the cause of the fire, which began in or near a storage rack in the shop area. Estimated damages total \$25,000.

Des Plaines Fire Chief Alan Wax stated, "The sprinklers definitely saved this building and the various occupancies within it. It is very evident that, without the sprinklers, by the time the fire department would have been notified, the fire would have advanced deeply into the open wooden truss ceiling, and the building likely would have been a total loss. Instead, one business has some cleaning up to do, two others have some smoke odor to air out, and they will all be back in business quickly."

Tom Lia is the acting NFSA Regional Manager for the Illinois Region. He can be reached at lia@nfsa.org or 62 Orland Square Dr Ste 201, Orland Park, IL 60462. Phone: (708) 403-4468, Fax: (708) 403-4771

CENTRAL REGION



CHRIS GAUT
Regional Manager

IOWA, KANSAS, MISSOURI

Kansas State University Post-Doctorate Researcher Killed in Off Campus Arson Fire

A Kansas State University post-doctorate researcher was killed in an off campus fire on February 6, 2013. Vasanta Lakshmi Pallem, a 34-year-old post-doctorate fellow working in the university's chemical engineering department died of smoke inhalation. As a result of this fire, 16 residents, the majority of whom are university students, were displaced. University officials are working to find these students housing and to assist their campus community in the bereavement process.

The fire was reported to be small and was reported to be extinguished quickly. Pallem suffered smoke inhalation during the course of the fire and was hospital-

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REGIONAL ROUNDUP

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ized; she later succumbed to her injuries.

20 year-old Patrick Martin Scahill and 19 year-old Virginia Amanda Griese were arrested on February 8th on charges of felony murder and aggravated arson. Both were being held on \$1 million bond.

The University's campus newspaper identified Griese as a sophomore in biology and Scahill as a freshman in open option.

Investigators did not say how they tied the suspects to Wednesday night's fire at a 12-unit apartment building near the Kansas State campus.

Chris Gaut is the NFSA Regional Manager for the Central Region. He can be reached at gaut@nfsa.org or NFSA Central Region Office, 237 E. Fifth St. #135, Eureka, MO 63025, Phone 845.803.6426, Fax 636.410.7700.

SOUTH CENTRAL REGION



CYNTHIA GIEDRAITIS
Regional Manager

ARKANSAS, LOUISIANA,
OKLAHOMA, TEXAS

Texas Construction Association Legislative Day

Over 200 Texas Sub Contractors visited the Texas State Capitol on January 29, 2013 to inform their legislators about common issues that affect all sub-contractors in Texas. NSFA was represented by members of the Kauffman Company, Chero-Key Piping and Cindy Giedraitis, South Central Regional Manager. Major issue discussions included:

- 1) misclassified workers (i.e. 1099 contractors who are actually employees)
- 2) Consolidated Insurance Program Standards;
- 3) Lender Notice of Default;
- 4) Lien Law Reform;
- 5) Creating a Retainer Trust Fund;

While in Austin; NFSA members Chero-Key Piping and Kauffman Company visited with new State Fire Marshal Chris Connealy and Engineering Specialist Joshua Lambert. Chief Connealy asserted

that Sprinkler Contractors should get more involved with legislation. He recommended that contractors stay up to date with the Texas Fire Chiefs and the Texas Fire Marshal's Association. Additionally, anyone can sign up for e-alerts from the State Fire Marshal's Office at <http://www.tdi.texas.gov/alert/esfmo.html>.

Chief Connealy also stated that if anyone is supportive of fire sprinklers it is firefighters as fire sprinklers save firefighters' lives.

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

Massive Fire Destroys Home and Business in Lindon, Utah

A business and a home are complete losses following a massive fire on February 6th in Lindon, Utah.

The fire was believed to have started in an unsprinklered warehouse and was not brought under control until hours later. Equipment had to be brought in to knock down the facade of the structure into the fire before it collapsed onto the street.

Damage to the structures and all their contents could reach into the millions of dollars.

The building was formerly known as Patch's Majestic Metals and still has that name on the outside of it. The new company is an export/import company that was stocked full of boxed merchandise in the large warehouse area.

The home was attached to the business and had been used as a rental property for years.

Officers were able to safely get three adults and two children out of the house by knocking on their doors.

>> CONTINUED ON PAGE 82

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REGIONAL ROUNDUP

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The 75-year-old building was built well before any of today's modern day fire codes and did not have an overhead fire sprinkler system. The front part of the building had wood framing that fueled the fire.

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 LECAIR
Regional Manager

ARIZONA, NEVADA, NEW MEXICO,
CALIFORNIA, HAWAII

Brea NFSA Seminar a Huge Success!

The NFSA Southwest Region opened the year with a great three-day seminar in Brea, California at the Brea City Hall and Civic Center.

NFSA Instructor Kevin Kelly kicked off the 2013 training year with a 1-day Commissioning & Acceptance Testing/Basic Seismic Protection followed by a 2-day Sprinkler Protection of Storage seminar. Both classes were well attended and very informative.

During the Storage Seminar, Mr. Kelly was even given an assist from Area Director Jack Thacker as students explored the storage protection charts in NFPA 13.

All in all, a great three days of training and information sharing.

FPO Meetings Held in January

The California Fire Prevention Officers began the New Year with two great meet-

ings at both ends of the state. The Southern California FPO met January 9th at the Hotchkin Training Facility in Los Angeles for a morning of committee, board and State Fire Marshal reports and exchanges of ideas.

The afternoon presentation was presented by SimplexGrinnell and was an interactive demonstration on the latest fire suppression and mechanical system technologies with the traveling FIRE-X-CHANGE Mobile Demonstration Unit.

The Northern California FPO attended a meeting hosted by the Cosumnes CSD Fire Department on January 25th at the Pavilion at the Elk Grove Regional Park. The meeting also featured reports from various committees and organizations including NFSA, as well as morning sub-committee meetings.

The afternoon program was given by Building Official Stuart Tom and OSFM Deputy Chief, Kevin Reinertson, titled, "Solar Show." An electrifying presentation over the new Solar Voltaic Guidelines.

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

Oregon State Fire Marshal's Office Announcement

The Oregon State Fire Marshal's Office is receiving complaints that the forward flow test required by NFPA 25 - 2008, Section

13.6.2.1 cannot be done because there is no means provided downstream of the back-flow prevention valve as required by NFPA 13. In some cases, the acceptance test inspection missed it and in other cases it is not being indicated on plans.

The Fire Marshal's office is working with the State Building Codes Division to put the word out to local building officials and plan reviewers to make sure this requirement is being caught. They also would like to inform the sprinkler contractors of this situation. At present, the Fire Marshal's office is working to develop a time frame for existing systems that cannot be tested to become compliant.

Please contact John Caul, Deputy State Fire Marshal at 503-934-8269 or john.caul@state.or.us with your questions.

Fire Sprinkler Advisory Board Of Puget Sound Assists Vancouver's Crestline Elementary School Teachers After Devastating Fire

Organizations are stepping up to help Vancouver, Washington's Crestline Elementary School after it was destroyed by fire on February 3rd.

As anyone who has ever met a teacher knows, teachers invest hundreds of dollars of their own money for materials for their classrooms and students.

The Fire Sprinkler Advisory Board of Puget Sound made a donation through the Evergreen School District Foundation to help teachers replace some of their special classroom supplies.

If you want to help, log onto the Foundation's website at www.evergreen-schooldistrictfoundation.com and select "Crestline Elementary" on the donation menu.

Suzanne Mayr is the NFSA Regional Manager for the Northwest Region. She can be contacted at mayr@nfsa.org or 3411 North 19th St. Tacoma, Washington 98466, phone: 253.208.8467.

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The Self Testing System will work with any residential fire sprinkler system and will notify users if system settings change. A message can be sent electronically to the homeowner or third party monitoring

system if any new conditions develop or after every completed bi-monthly test. Darley will be at the 2013 NFSA Annual Seminar and North American Fire Sprinkler Expo™ in Las Vegas.

Please feel free to visit our booth and learn more about this innovative technology that will help save lives and make your home safer.

For more information contact W.S. Darley & Company, address: 325 Spring Lake Drive, Itasca, IL 60143, phone: (630)735-3538 website: <http://www.darley.com/pumps/residential-fire-sprinklers.html> email: kevinsofen@darley.com

■ BuildingReports Releases SuppressionScan 3.0

Atlanta, Ga. - BuildingReports, the trusted leader in web-based inspection reporting, is pleased to announce the release of SuppressionScan Version 3.0. The new version of SuppressionScan is

the most extensive application upgrade BuildingReports has undertaken to date and is available network-wide to all SuppressionScan users.

"This has been the largest and most difficult application upgrade in BuildingReports history," explained Jason Kronz, President and Chief Technology Officer of BuildingReports. "We appreciate the assistance of our beta testers and the feedback and recommendations of all our SuppressionScan users."

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■ Viking Offers Industry's Only UL Listed and FM Approved Dry ESFR Sprinkler

Viking Corporation has received a UL Listing for its VK502 dry Early Suppression Fast Response (ESFR) pendant sprinkler. The UL Listing is in addition to the product's existing FM Approval. This latest Listing makes the VK502 the industry's only UL Listed and FM Approved dry ESFR pendant sprinkler. The new model VK502 will replace the existing VK501 with UL Listing only, consolidating Viking's Dry ESFR sprinkler line into one UL/FM product (model VK502).

The patent-pending VK502 sprinkler, which is cULus Listed and FM Approved for use in wet pipe systems only, is well-suited for cold storage facilities where the system piping is installed in a heated space above the freezer area. In these applications, the VK502 sprinkler can significantly reduce the installed cost of a fire sprinkler system by providing ceiling only protection, without the additional costs associated with a dry or preaction system, including an in-rack sprinkler system, detection system, air maintenance system, low point drains, and other components.

A wet pipe system using Viking's dry ESFR sprinklers are significantly easier to service and maintain, thus lowering the system's total lifecycle costs for the end user. The dry ESFR sprinkler, which has a 14.0 (201) K factor, is Listed and Approved to protect the same commodities and storage arrangements as a standard K14 ESFR pendant sprinkler.

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* Visit HomeFireSprinkler.org for sources.



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www.fireadvocates.org/fresnofire.htm

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Risk.**



Introducing the newly re-designed Pre-trimmed Model DPV-1 Dry Pipe Valve from Tyco

The Model DPV-1 Pre-trimmed Dry Pipe Valve offers contractors a complete valve assembly, ready for installation directly out of the box. These units now feature a butterfly valve, pressure switches, and the option to add accelerators to customize your valve package. Pre-tested to minimize job site labor and risk, the Model DPV-1 Pre-trimmed Dry Pipe Valve — another cost-effective solution from the Tyco family of fire protection products.

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Our smoke detectors **protect the employees.**

Our waterflow detectors
protect their warehouse.



Fire or accidental sprinkler activation, the building needs to be protected.

Fire sprinkler systems are designed to minimize fire damage and protect places and people where they live and work. But if they don't operate as expected, the results can be costly and tragic.

With System Sensor waterflow detectors, if a sprinkler head is activated and water begins to flow, a signal is sent to the fire alarm control panel or notification device. This enables personnel to respond quickly, minimizing damage from fire or the water used to put it out.



For over 25 years, System Sensor has provided innovative products that save lives and protect property. To learn more about our waterflow detectors or our complete line of sprinkler monitoring products, visit systemsensor.com/wf.



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