

SQ

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Journal of the
National Fire Sprinkler
Association

NFSA 2013 ANNUAL SEMINAR AND NORTH AMERICAN FIRE SPRINKLER EXPO™ ISSUE

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- Residential Sprinklers and Sloped Ceilings
- In-Rack Sprinkler Demands
- NFSA's Advanced Training Seminars
- 2013 Codes Forecast

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January - February 2013 • no. 176



NFSA's Annual Seminar and first North American Fire Sprinkler Expo™ are being held April 4 - 6, 2013 at Caesars Palace in Las Vegas, Nevada. Taking center stage during the exhibition will be the Top Tech Competition. Be sure to see conference registration information beginning on page 27 or visit online at NFSA.org to register.

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North Americans



Russell P. Fleming, P.E.

In the United States, we are in the midst of recognizing the 200th anniversary of the War of 1812, which we declared in June of 1812 and which ran until the Treaty of Ghent in December of 1814. This was a war that never receives much publicity, even in its bicentennial, and is a war not much understood by most Americans. It is the war in which the British army invaded Washington, DC and burned the White House (now protected by a fire sprinkler system), and in which the United States attempted several times to invade Canada, and vice versa. Ultimately the border remained unchanged, but in 1857 one of the main reasons Queen Victoria selected Ottawa as the site for the Canadian capitol was its position away from the American border. As it turned out, that was unnecessary, because we haven't had hostilities with Canada now for nearly two centuries.

On our southern border, the major conflict was a bit more recent, the Mexican-American War that ran from 1846 to 1848. This war followed the U.S. annexation of Texas in 1845, and ultimately established the Rio Grande River as the official border between the two countries.

Peace within an entire continent for more than 150 years is no small feat, and it set the stage for this year's first ever North American Fire Sprinkler Expo in conjunction with the NFSA Annual Seminar taking place in Las Vegas April 4-6, 2013. The annual meetings of both the Canadian (CASA) and Mexican

(AMRACI) sprinkler associations will take place the morning of April 4th, and the NFSA will simultaneously provide a report to its membership.

NFSA Annual Seminars and Exhibitions have always been spectacular, but the April 2013 conference in Las Vegas should be the best ever. The traditional events such as the educational workshops and the Top Tech competition will be given a new energy by the presence of the Canadian and Mexican sprinkler associations, with new opportunities for networking and building relationships.

Occasionally I come across people in the industry who like to reminisce about their participation in the first NICET training event at Oklahoma State University in 1980, or the first International Fire Sprinkler Conference in Edinburgh, Scotland, in 1990. The North American Fire Sprinkler Expo in April will be that type of an event, the first of its kind, and one to be remembered. You won't want to miss it, so take the time to register now. We look forward to having you there. ①

A handwritten signature in black ink, appearing to read "R. 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

January 8, 2013	Rules Governing Fire Sprinkler Installation	ONLINE
January 22, 2013	Basic Hydraulics	ONLINE
January 22-24, 2013	Inspection & Testing for the Fire Sprinkler Industry	Wausau, Wisconsin
January 25, 2013	Inspection, Testing & Maintenance for the AHJ	Wausau, Wisconsin
February 5, 2013	Backflow Preventers and Sprinkler Systems	ONLINE
February 12, 2013	Acceptance Testing & Hydraulics for Plan Reviewers	Bettendorf, Iowa
February 13, 2013	Understanding, Applying and Enforcing NFPA 25	Bettendorf, Iowa
February 19, 2013	Inspection & Testing for the Fire Sprinkler Industry	Atlanta, Georgia
February 19, 2013	Supporting Sprinkler Pipe	ONLINE
March 12, 2013	Spacing of Sprinklers	ONLINE
March 26, 2013	Selecting Sprinklers	ONLINE
April 6, 2013	Advanced Hydraulics	Las Vegas, Nevada
April 9, 2013	NFPA 13 Installation Criteria	ONLINE
April 19, 2013	Pumps for Fire Protection	Willoughby, Ohio
April 20, 2013	Hydraulics for Fire Sprinkler Systems (NFPA13)	Willoughby, Ohio
April 21, 2013	Underground Piping/Standpipe Systems	Willoughby, Ohio
April 23, 2013	Discharge Criteria in NFPA 13	ONLINE
May 7, 2013	Antifreeze in Sprinkler Systems	ONLINE
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.

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 The Voice of the Fire Sprinkler Industry

NFSA Annual Seminar and North American Fire Sprinkler Expo™

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Our Two Biggest Enemies

Dennis C. Coleman



I often wonder why we struggle so much with the acceptance of the fire sprinkler concept in America and in the world. We know we have a great product and it has a proven history for more than a 100 years. Why are homebuilders fighting so hard against us in the residential market? Why has it been such a struggle to get fire sprinklers adopted into the codes? Why have there been so many fire deaths that could have been avoided? Why do we continue to see such huge losses in property when we have the solution and we've had it for so long?

There are many reasons, and it is impossible to list the history of our fight and fully comprehend the resistance to such a wonderful concept and such a great life-saving tool. I will limit my remarks to what I think are the biggest reasons why we continue to lose battles for fire safety where we work, sleep, shop, worship, and entertain ourselves. In my mind, the two greatest reasons for our failure are simple and somewhat self-evident. The reasons are apathy and ignorance.

Why do I say apathy? We have great activity in the NFSA. We have talented and impassioned people working and volunteering on all sorts of fire protection promotion and education. We have the NFSA, NFPA, AFSA, HFSC, and even the IFSA. Admittedly, there are many dedicated people who are doing everything in their power to promote fire safety. They have been doing their best for many years. We have accomplished much and will continue to move the fire sprinkler concept forward. So why do I want to talk about apathy?

It is difficult to know with certainty, but we believe there are between 5,000 and 10,000 fire sprinkler contractors in the United States. There are roughly 400 contractor members in the NFSA. There may be similar numbers in the AFSA. This means that the overwhelming majority of fire sprinkler contractors don't care enough about their industry to even join a contractor

organization. This amazes me. I am not talking about meaningful participation and active support, but I am talking about simple membership and minimal financial support. I don't understand how that can be. I understand how busy we all are. I know that the sprinkler organizations are not perfect. I comprehend that we are in an extremely tough construction economy.

Even if we take it from a purely selfish perspective, I think many contractors would support us just to help their own industry. You would think that self-preservation would motivate you to join and support your industry on some level. It is the smart thing to do. The NFSA does things for our industry that we don't have the time or the resources to do on our own. Why not join with other contractors, suppliers, and manufacturers to grow and strengthen the industry that provides a living for you and your family? From even a selfish point of view, we should participate at some level to ensure our future. There are many other altruistic reasons to join and participate that will not be discussed here.

Our second biggest enemy is ignorance. I am talking about the masses and general population here. We in the industry know the value and life safety that sprinklers provide. We understand their value, and we know how effective they are, and how affordable they are. But the general public does not know. The average mom and dad have no clue about fire sprinklers. They are generally very ignorant of the benefits and virtues of a fire protection system. They simply don't know and therefore, they don't care. They don't want a system in their home, or office, or hotel because they simply aren't aware.

I truly believe that if parents knew the protection a sprinkler system gives, they would want one in their home. I believe that building owners would want a sprinkler system in their building if they knew the safety it provided to their property, its contents,

>> CONTINUED ON PAGE 9

Area	States	Regional Manager
Northeast	<i>Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, Vermont</i>	Associate Director of Regional Operations - North Dominick G. Kasmauskas, NFSA 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303 (518) 937-6589 FAX (518) 836-0210
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Southeast	<i>Alabama, Georgia, Mississippi, North Carolina, South Carolina</i>	Associate Director of Regional Operations-South Wayne Waggoner, NFSA PO Box 9 Andersonville, Tennessee 37705 (865) 755-2956 FAX (865) 381-0597
Tennessee	<i>Tennessee</i>	
Florida	<i>Florida, Puerto Rico</i>	Lorrell Bush, NFSA 2025 Droylsden Lane, Eustis, Florida 32726 (352) 589-8402 FAX (561) 327-6366 Cell: (954) 275-8487
Great Lakes	<i>Indiana, Michigan, Ohio, West Virginia, Kentucky</i>	Ron Brown, NFSA 1615 Cypress Spring Drive Fort Wayne, Indiana 46814 (845) 661-6534 FAX (260) 625-4478
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Central	<i>Iowa, Kansas, Missouri</i>	Chris Gaut, NFSA 237 East Fifth St. # 135 Eureka, Missouri 63025 (636) 692-8206 FAX (636) 410-7700
South Central	<i>Arkansas, Louisiana, Oklahoma, Texas</i>	Cynthia Giedraitis NFSA 2013 Oakwood Trail College Station, Texas 77845 (979) 324-8934
Great Plains	<i>Colorado, Nebraska, Utah, Wyoming</i>	Eric Gleason, NFSA P.O. Box 62157 Littleton, Colorado 80162 (720) 470-4894
Southwest	<i>Arizona, Nevada, New Mexico, California, Hawaii</i>	Bruce Lecair, NFSA 25417 West Hyacinth Street Corona, California 92883 (951) 277-3517 FAX (951) 277-3199
Northwest	<i>Alaska, Idaho, Montana, Oregon, Washington</i>	Suzanne Mayr, NFSA 3411 North 19th Street Tacoma, Washington 98466 (253) 208-8467
		VICE PRESIDENT OF REGIONAL OPERATIONS Buddy Dewar, NFSA 200 West College Avenue Tallahassee, Florida 32301 (850) 222-2070 FAX (850) 222-1752

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and its occupants.

We will always struggle to furnish sprinkler systems to people who do not understand the concept. We will have a hard time getting them into the local residential codes until the homeowners start asking for them. The fire sprinkler concept will always be an afterthought or an irritating expense until we educate the homeowner and building owners. Sprinklers will always be the unwanted and unappreciated stepchild of the construction industry until they are understood and valued for what they provide. They are a great concept, but nobody knows it, and hence, nobody cares.

Finally, may we as members of the fire sprinkler industry participate more fully, and invite our friends and competitors to join up and get involved. May we find a way to educate the general population about the effectiveness and worth of the fire sprinkler concept. It is my hope that we will do our best to make this happen. Truly our property, our livelihoods, and our lives depend on it. ①



Dennis C. Coleman, Chairman of the Board



NFSA is pleased to announce that **Mohanna Sales Associates** of Plano, Texas will be taking over advertising sales for the Association.

The more non-dues revenue we generate, the more we can do for our members. We know that Mohanna will help us reach this goal.

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Look for Ellen at our Annual Seminar & Expo!



When Your Property is "Underwater"

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

Most of my articles pertain to mechanic's liens and payment bond claims. However, due to the depressed market I thought it would be wise to educate everyone in other areas of the law.

It may well be that some properties owned by members of the Association are considered to be "underwater". This means that the value of the property is less than the amount of the existing mortgage that encumbers the property. For example, three years ago you may have purchased a piece of property for \$750,000. The first mortgage on the property may be \$650,000 and you may also have a second mortgage for \$50,000. A recent appraisal valued the property at \$600,000. Since the appraised value of the property is less than the amount of the mortgages that encumber the property, the property is deemed to be underwater and the second mortgage is technically unsecured.

In the event you decide to file a Petition in Bankruptcy, the proper proceeding would be a Chapter 13 Bankruptcy proceeding. In a Chapter 13 Bankruptcy proceeding, you may be able to wipe out the entire second mortgage on the grounds that it is an unsecured debt. To determine whether the second mortgage can, in fact, be voided, you must have the property appraised to determine its value and then commence a special proceeding in the Bankruptcy Court to determine the value of the property by court order and deem the mortgage voided.

In the event you file a Chapter 7 proceeding, the courts are split as to whether the second mortgage could be voided and discharged as a secured creditor.

The end result is that if your property is underwater, you may want to consider a bankruptcy proceeding at some point to attempt to voided the second mortgage and maintain the property.

Never let your lien time run out!

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

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Advanced Topics

By James D. Lake

When it comes to developing training and education events, it is necessary that each learning event is planned in response to the identified needs of a target audience. To that end, your NFSA staff is continually seeking input to identify the learning needs of our members.

Most of our seminars provide instruction on the fundamentals of systems and the standards that govern them. However, NFSA also offers seminars on advanced level topics that delve deeper into subjects and provide greater challenges to participants.

Our current offerings include the following seminars:

Advanced Seismic Protection for Sprinkler Systems

Seismic protection relies on components of the structural codes, such as Seismic Design Category (SDC). This program will discuss how to determine the SDC, along with alternative horizontal force calculations. A brief review of the NFPA 13 requirements will be covered with focus on changes in pipe direction and load calculations for sway braces. This seminar is geared toward those responsible for the layout and detailing of seismic protection features on water-based fire protection systems. Participants will need to have a working knowledge of the NFPA 13 seismic protection guidelines and/or complete the NFSA Seismic Protection for Sprinkler Systems course.

Advanced Hydraulics

This program covers a wide variety of topics 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.

For this seminar, we assume that the participant knows and understands the meaning of basic hydraulic terms such as density and design area as well as knowing the Hazen-Williams formula for calculating friction loss. Participants not familiar with these terms and formulas are certainly welcome to take the class, but they may find that they need to do more work to keep up.

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.

Advanced Technician Training

This three-day seminar has been developed for fire sprinkler layout and detail technicians that have two to three years of experience. The purpose of the seminar is to assist individuals that are currently holding NICET Level II certifications (Fire Sprinkler Layout and Detail Subfield) in advancing their careers by reviewing material necessary for Level III and Level IV certification. By the

end of the seminar, the student will have an understanding of a sufficient number of Level III

General and Special work elements to be prepared for Level 3 testing

The target audience for this seminar is sprinkler layout and detail technicians with approximately 2 years of experience, NICET Level II Technicians (Sprinkler Layout and Detail), and NICET Level III Technicians (Sprinkler Layout and Detail) that are looking for information on the subjects covered in the course as well as plan review officials with at least two years of experience.

Subjects covered in this seminar include Contracts and Specifications, Project Scheduling and Coordination, Product Approval Standards, Meters and Backflow, Advanced Hydraulic Design Area, Velocity Pressure Calculations, Hardy Cross Loop Analysis, Antifreeze Systems, Internal and External Corrosion, Water Spray Systems, Freezer/Cooler Protection, Foam-Water

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Vice President
of Training and
Communications

James D. Lake

>> CONTINUED FROM PAGE 11

Sprinkler Systems, Protection of Aircraft Hangars and Computer Fire Models

For this seminar it is assumed that the participant has a working knowledge of basic hydraulics, friction loss calculations, sprinkler spacing and location, the components of basic wet pipe and dry-pipe sprinkler systems, and a working knowledge of NFPA 13, NFPA 13D and NFPA 13R.

On-Line Offerings

In discussions with some of our members over the past year, I have heard an expressed interest in more advanced topics delivered on-line. With that in mind, we will be looking at each of these seminars and determining how they can be broken into individual modules or series and presented under the banner of Advanced Topics on NFSA.tv. This is challenging because advanced topics typically rely on a high level of interaction between participants and the facilitator. For that reason, we are continuing to develop our on-line delivery capabilities to support this need for interaction. In 2013 we will be expanding the capabilities of our Media Center and will be able to provide the necessary support for advanced topics. So stay tuned.

We will also be looking more to you, our members, as to what topics you would like to see offered. Don't hesitate to contact me at lake@nfsa.org or 617-372-6214 with suggestions and to discuss how they can be implemented. ☎

FUTURE NFSA ANNUAL SEMINAR SCHEDULE

NFSA Annual Seminar and North American Fire Sprinkler Expo™
Caesar's Palace
Las Vegas, Nevada
April 4 – 6, 2013

NFSA Annual Seminar
Atlantis, Bahamas
May 8 – 10, 2014

NFSA Annual Seminar & Exhibition
Hilton Bonnet Creek Resort
Orlando, Florida
April 30 – May 2, 2015



NFSA TRAINING CALENDAR

December 11-13

3 Day Inspection & Testing for the Fire Sprinkler Industry
Atlanta, Georgia

December 4,

Hanging and Bracing of In-Rack Sprinkler Systems
Online

December 18,

Tips for Better Storage Protection
Online

January 15

Commissioning & Acceptance Testing/Basic Seismic
Brea, CA

January 16-17

2 Day Protection of Storage
Brea, CA

January 22-24

Inspection & Testing for the Sprinkler Industry
Wausau, Wisconsin

January 25, 2013

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Atlanta, GA

March 12

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Pataskala, OH

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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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In-Rack Sprinkler Demands

By Kenneth E. Isman, P.E.

When protecting rack structures with in-rack sprinklers, the water supply needs to be sized in order to provide water to the in-rack sprinklers that open as well as the ceiling sprinklers that open. NFPA 13 clearly states in the rack storage protection chapters (Chapter 16 and Chapter 17 in the 2010 edition with similar chapters in previous editions) how many in-rack sprinklers need to be considered as open if there is a fire. These chapters also tell the user how many ceiling sprinklers will need to be considered as open if the fire occurs. But these chapters don't do a good job of telling the user that they need to add the two demands together.

Instead, the requirement to add the two demands together is buried near the end of Chapter 22 in section 22.8 (similar section in previous editions). Specifically, section 22.8.2 says, "Water demand of sprinklers installed in racks shall be added to ceiling sprinkler water demand over the same protected area at the point of connection." This rule applies to all of the sprinkler systems within the scope of NFPA 13.

There are two commodities that are protected with sprinkler discharge criteria different from NFPA 13. These two commodities are flammable and combustible liquids, which are protected in accordance with NFPA 30 and Aerosols, which are protected in accordance with NFPA 30B. Both of these standards echo NFPA 13 with respect to adding the in-rack sprinkler demand to the ceiling demand, except in a few unusual circumstances.

In NFPA 30 and NFPA 30B there are rare situations where a combination of in-rack sprinklers and horizontal barriers throughout the racks help to prevent ceiling sprinklers from getting involved in fire control or fire suppression. In these rare circumstances with an abundance of in-rack sprinklers and barriers in the racks, the ceiling demand and in-rack demand do not need to be added. Instead, they both need to be calculated, and the water supply needs to be capable of meeting both individually, but they do not need to be added together.

Balancing the Flows

In order to add the in-rack sprinkler flow demand to the ceiling sprinkler flow demand, the pressure demand at the point of connection needs to be the same. This almost never happens as the individual demands are started at their remote sprinklers and then calculated back to the point where the systems connect. So, the lower pressure demand results need to be adjusted to the higher pressure in order to be able to add the flows.

For situations where a computer program is performing the calculations, this will be done by the computer. But for people doing calculations by hand, or for people who would like to know what the computer is doing, here is a short four step procedure for balancing the flows:

1. Start at the remote sprinkler for the ceiling system and calculate the flow and pressure demands back to the

point of connection with the in-rack system. Also start at the most remote in-rack sprinkler and calculate the flow and pressure demands back to the point of connection with the ceiling system.

2. Determine the k-factor for the lower pressure situation using the formula "K is equal to the flow (Q) divided by the square root of the pressure (P)".
3. Use the k-factor in step 2 to determine the higher flow that will occur when the lower pressure situation is adjusted upward using the formula "the flow (Q) is equal to K times the square root of the higher pressure (P)".
4. Add the two flows together to get the total flow needed for ceiling and in-rack sprinklers.

The total flow and pressure can then be used to finish the calculations, which should also include hose stream demand if the water supply provides water to hydrants, hose stations, or hose connections.

>> CONTINUED ON PAGE 16



Kenneth E. Isman, P.E.

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

Knowing what the computer is doing will help the layout technician or designer select sprinklers and pipe sizes that can optimize delivery of water to the sprinkler system, which will help marginal water supplies work better. Once the individual demands are calculated, it is possible to make changes to the system(s) to bring the pressure demands closer together, which makes the water usage more efficient.

Example of Balancing Flows

It's sometimes easier to see how easy it is to balance flows to the higher pressure with an example. Consider a sprinkler system protecting rack storage of Group A plastics where the ceiling sprinkler system has been calculated to need (at the point of connection to the in-rack system) 720 gpm at 75 psi (assuming a k-8.0 sprinkler) and the in-rack sprinklers are calculated to need 355 gpm at 62 psi (assuming a k-5.6 sprinkler). The following is the four step procedure:

1. As stated above; 720 gpm at 75 psi for the ceiling and 355 gpm at 62 psi for the in-racks.
2. The lower pressure situation in this case is the in-rack sprinklers. The k-factor can be found by taking the flow for the in-rack sprinklers (355) and dividing by the square root of the pressure (62). The square root of 62 is 7.87, so the flow divided by the square root of the pressure is 45.11 ($355/7.87 = 45.11$).
3. The flow to the in-rack sprinklers, adjusted to the higher pressure will be the k-factor 45.11 times the square root of the higher pressure (75). The square root of 75 is 8.7, so the new flow going to the in-rack sprinklers is 392 gpm ($45.11 \times 8.7 = 392$).
4. Add the flows together. The total flow demand will be 1112 gpm ($720 + 392 = 1112$) at 75 psi.

Making the System More Efficient

If both of the pressure demands are the

same at the point of connection, the sprinkler system is the most efficient because neither of the demands will need to over-discharge in order to function correctly. A smart designer or layout technician can make changes to bring the pressure demands closer together.

In the example discussed above, the ceiling sprinkler system pressure demand was higher than the in-rack sprinkler system demand. Rather than balancing the system by bringing the flow demand up for the in-rack sprinklers, the designer or layout technician could go back and change the ceiling sprinkler situation to bring down the demand. Or, the designer or layout technician could go back and increase the pressure demand of the in-rack system to make the system more efficient.

This is one of the few times in fire protection where increasing the friction loss would result in a more efficient system and a lower total flow demand. In the case of the example above, the difference between the pressure demands for the ceiling sprinklers and the in-rack sprinklers is 13 psi ($75 - 62 = 13$). If some of the pipes supplying the in-rack sprinklers were made smaller, to create 13 psi more friction loss, then the two systems would be more balanced and there would be little or no adjustment necessary at the point of connection.

If this particular in-rack sprinkler system had 150 ft of 2 1/2 inch pipe that the total flow of 355 gpm was flowing through, the friction loss would be 0.412 psi/ft. If some of this pipe were changed to 2-inch pipe, the friction loss would be 0.979 psi/ft. The difference is 0.567 psi/ft ($0.979 - 0.412 = 0.567$). If you take the 13 psi difference between the pressure demands, and divide it by the 0.567 psi/ft difference in friction loss, you will find a length of 23 ft. This is the length of pipe that could be changed from 2 1/2 inch pipe to 2-inch pipe to make the system more efficient. If there were 23 ft of 2-inch pipe, and then the rest of the pipe supplying the in-rack sprinklers (127 ft) was 2 1/2 inch, the pressure demand at the point of connection to the ceiling sprinklers would be 355 gpm at 75 psi. Since both pressure demands are at 75 psi, the flow demands can be added directly without any need for balancing (they are already balanced),

so the total flow demand for ceiling and in-rack sprinkler would be 1075 gpm ($355 + 720 = 1075$). In this case, changing the supply pipe for the in-rack sprinklers to a smaller size saved 37 gpm ($1112 - 1075 = 37$). The pressure demand at the point where the ceiling sprinkler system joined the in-rack system would be 75 psi in this case.

Another Look at Efficiency

Rather than look at changing the in-rack sprinkler piping, another way to make the system that we have been discussing more efficient would be to lower the pressure demand of the ceiling sprinklers. One way to lower the pressure demand is to use larger orifice sprinklers. The calculation performed on the ceiling sprinklers originally assumed k-8.0 sprinklers (with a starting pressure of 14.1 psi to achieve a flow of 30 gpm). If k-11.2 sprinklers are selected instead, the starting pressure would be decreased to 7.1 psi to achieve the same 30 gpm. This saves 7 psi of pressure.

The entire ceiling sprinkler system would need to be calculated again to determine the flow and pressure demand. It is likely that the flow would go up a bit since the larger orifice sprinklers discharge more water as the pressure increases towards the water supply, but at the same time, the pressure would be lower. Combining this change with a few changes to some pipe sizes could easily get the flow and pressure demand down to something like 730 gpm at 68 psi. This would still need to be balanced to the in-rack demand, but since the pressure demand for the ceiling is so close to the in-rack demand, this adjustment would be minor.

Summary

In all situations, NFPA 13 requires the in-rack demand to be added to the ceiling demand. In almost all other situations, other NFPA standards follow suit. There is a simple 4-step procedure to balance the flows to the higher pressure demand. Understanding this simple 4-step procedure can help the designer or layout technician make better choices to keep their sprinkler systems efficient. ①

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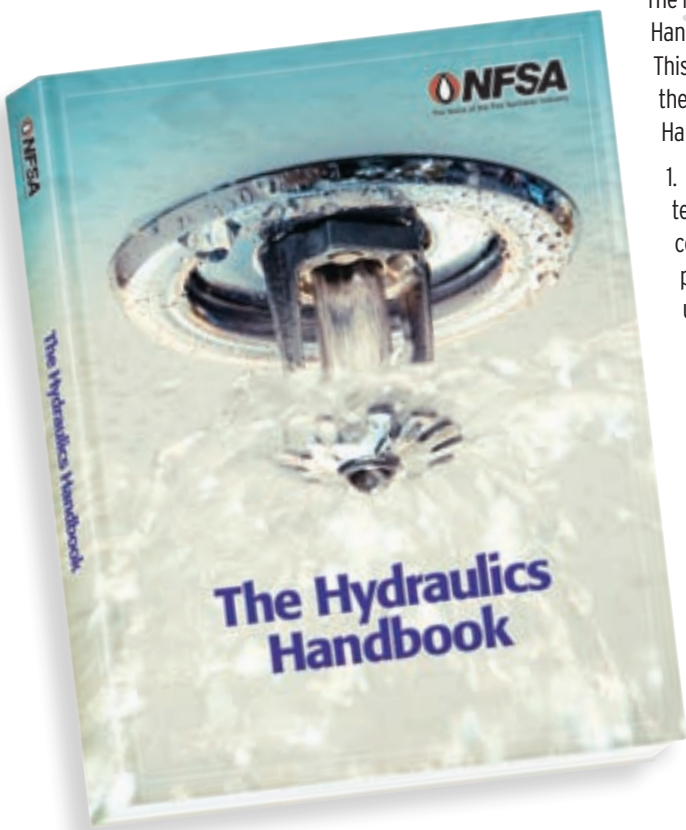
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2. A brief discussion of conducting hydraulic calculations from the perspective of a code enforcement official. This discussion is helpful for the plan review of calculations that have been submitted. A sprinkler technician can also use this information 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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2013 Codes Forecast

By Jeff Hugo, CBO

In code development, it seems when some of those issues of several code cycles finally fade away, others take their place. Hence, it is a constant effort to keep life safety and those systems that save lives on top of the issues that matter in these code arenas. Thankfully, NFSA has several staff members committed to protecting the fire sprinkler industry's interest in all building codes.

Below is a briefing of the issues and agendas for 2013:

ICC - 2013: IFC and IRC Code Hearings

In the ICC code development arena, we enter into Cycle B which addresses the IFC, Chapter 9 of the IBC, the IEBC and the IRC. These hearings will result into the 2015 editions. Code change proposals were due January 3, 2013 and NFSA has several proposals in the works.

This is the year for the fire service to be present at the hearings and get involved in the debates and discussions. There will be an estimated 2,000 proposals over nearly the entire IFC, Chapter 9 of the IFC/IBC, the entire IRC and the IEBC. NFSA has already been active in promoting these hearings throughout the fire service industry. Stay tuned to our website, SQ and Regional Reports for updates throughout the year.

Code Development Hearings (CDH) will be in Dallas from April 21-28, 2013. At this meeting, each proposal will be presented by the proponent to the respective com-

mittee. The Final Action Hearings (FAH) will be in Atlantic City, NJ from October 2-9, 2013. Proposals that received a public comment are heard and voted on by the governmental membership.

Code Development Hearing	Final Action Hearings
April 21-28, 2013	October 2-9, 2013
Dallas, TX	Atlantic City, NJ

Residential fire sprinklers in the IRC are always a hot topic, but at the writing of this article, it is unknown if residential fire sprinklers will be challenged at the national level. Stay tuned...the complete list of proposed changes will be available on ICC's website (www.iccsafe.org) by March 11, 2013.

Fire Sprinkler Reliability

In March of 2012, NFPA issued the newest U.S. Experience with Fire Sprinklers. This report shows the reliability and effectiveness of fire sprinklers is higher than previous reports. This can be directly attributed to the enforcement of NFPA 25 (Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems) through local ordinances, NFPA 1 and the IFC. Below is some specific data from the report:

"Sprinklers operated in 91% of all reported structure fires large enough to activate sprinklers, excluding buildings under construction and buildings without sprinklers in the fire area. When sprinklers operated, they were effective 96% of the time, resulting in a combined performance of operating effectively in 88% of all reported fires where sprinklers were present in the fire area and fire was large enough to activate them."

(Author's Note: The 88% effectiveness rate is derived by calculating 96% of 91%)

"For all structures combined, 53% have flame damage confined to room of origin when there is no automatic extinguishing equipment present (passive construction... emphasis added). This rises to 87% of fires with flame damage confined to room of

>> CONTINUED ON PAGE 21



Jeff is NFSA's
Manager of Codes

Jeff Hugo, CBO



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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>>CONTINUED FROM PAGE 19

origin when any type of sprinkler is present."

"The death rate per 1,000 fires was 83% lower with wet pipe sprinklers than with no automatic extinguishing equipment (passive construction... emphasis added)."

These facts are frequently used to defend fire sprinklers when opponents try to remove them from the building code. Fire sprinklers have an excellent record because of the vigilance of the fire service, building owners and NFSA pushing for NFPA 25 adoptions and inspections.

While the voting members in both ICC

and NFPA building and life safety codes realize the benefits of fire sprinklers in the built environment, these statistics can improve through NFPA 25 adoption and enforcement. Nearly every state or jurisdiction has an avenue to enforce NFPA 25 either through NFPA 1, or the IFC.

Water Mist

In 2012, the water mist industry submitted several proposals to NFPA 101 and NFPA 5000 to be accepted as an equivalent to fire sprinkler systems. In several proposals, water mist proponents used a few listings from UL and FM as a demonstration of equivalency to extend the fire sprinkler trade-ups (height & area increases, passive construction reductions,

etc.) to water mist systems. Several NFPA Technical Committees overwhelmingly rejected this premise with the following Public Input Response (Committee Statement): *"Although water mist systems have been demonstrated to control fires in specific areas, performance and reliability data have not been submitted demonstrating that NFPA 750 water mist systems are equivalent to NFPA 13, 13D or 13R for buildings or areas of buildings required to be protected throughout. Data is required to warrant modifying other code requirements based on the presence of water mist systems."*

We expect similar proposals in the IFC/IBC fire protection cycle this year. Water mist is an excellent form of fire suppression, but it cannot be considered an equivalent to fire sprinklers. ①



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Taking Action: A Look at How Your Input is Helping to Shape the Future of the NFSA

by **David J. Vandeyar**

2012 was a year of many changes. We welcomed Russell Fleming as our new President and began to evaluate our Association on many levels. We recognized the need for more transparency and opportunities to gain insight and feedback from our members. Many of you thoughtfully filled out our 2012 Membership Survey and we're grateful for your time and the valuable information that you provided us. We learned a lot from that survey and have since begun to implement some new programs based on the feedback we received.

While many of the programs are in very early stages, we felt that it was important to provide our members with an update on the changes we've begun to make as a result of the feedback and comments we received. Below are a few initiatives that we've launched in 2012 and are looking to expand upon in 2013.

Enhanced Social Media Presence


Based on the survey results we know that many of you agree that staying connected in our digital world will be essential to advancing our industry. We also know that some of you are hesitant, which is why we are looking for volunteers interested in getting their feet wet by spreading the news of the happenings at the Annual Seminar and North American Fire Sprinkler Expo™ via Facebook, Twitter, and other platforms. We're still looking for volunteers, so please contact Joanne Genadio at genadio@nfsa.org for more information on the committee and how to join.

Growing the Association

One thing was clear in the Membership Survey, and that is the need to attract new talent and youth into the Association to ensure its future success. NFSA is in the preliminary stages of developing a future leadership committee to gain insight on how to attract and retain new, younger members. Look for more news on this program over the next year.

Continued Transparency

We remain committed to continued transparency as we move forward, which is why we'll be posting our Membership and FMI survey results to the NFSA website. We'll resurvey our members again in the summer to see how we're doing and to dig deeper on key issues to help us make the changes and improvements that are needed to succeed as an organization and to provide the proper resources and services to our members to ensure their success as well as our own.

We look forward to reporting the improvements that we are making to better serve our members on a regular basis. In the meantime, we always welcome your feedback and suggestions so feel free to send them to me directly at vandeyar@nfsa.org or share them on our Facebook page at www.facebook.com/NFSA.org. 

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Shipping Program Helps Lessen Impact of Shipping Rate Increases for NFSA Members

Columnist's note: This issue's membership column features an informative article by Partnership™, detailing the rate increases that will affect shipping in 2013. Through NFSA's agreement with PartnerShip, NFSA members who enroll in our free shipping program will receive significant discounts on domestic and international shipments through FedEx, the nation's premier small package carrier, and through UPS Freight and Yellow Transportation, two of the largest less than truckload (LTL) carriers.

If you have not taken advantage of this most valuable member benefit, go to www.partnership.com/55NFSA and enter promo code: **2681** –Joanne Genadio

By Joanne Genadio

Near the beginning of every New Year, **PartnerShip™**, NFSA's discount shipping provider, digs into the small package carriers' annual rate increase announcements to see what information is out there that FedEx and UPS didn't say, or maybe just hinted at. As always, how much more expensive your particular small package shipments will be in the New Year largely depends on many factors, including shipment volumes, sizes, weights, and modes.

Seemingly every year, the actual rate increases most shippers will experience in the New Year are larger than the average rate increases announced by FedEx and UPS. In some cases much larger. This year is no different, except for a new wrinkle. Like years past, many services and lanes will feature rate increases larger than the average increases the carriers announced. But this year, analysis shows the increases are somewhat lower on the more expensive premium services and higher on the deferred services the carriers offer, to capitalize on the impact of shippers trading down to economy services.

As the global economy struggles to grow, both major carriers have noted a significant shift by customers away from premium package-delivery services toward less expensive "economy" modes. Part of the reason for these changing market dynamics is that the difference between express and ground delivery times continues to shrink for both FedEx

and UPS. Many businesses and consumers no longer believe the 1-2 day difference in shipping time is worth the extra cost of a premium service. Also, as technology products get smaller and lighter, the carriers charge less to ship them (the Apple iPhone 5 is about 17 percent lighter than the original iPhone). Such diminishing revenue must be made up somewhere.

Explosive Growth

Both FedEx and UPS have witnessed explosive growth in business to consumer (B2C)/home delivery shipping, fueled by large catalog and online retailers. In 2012, UPS reported that about 40 percent of the parcel shipments moving through the UPS U.S. network in Q3 were B2C shipments as the result of ecommerce transactions. Given that Amazon.com is currently the 8th most visited website in the world and certain analysts predict the online retailer will overtake retail giant Wal-Mart in overall sales by the year 2020, it is safe to predict that B2C shipping will continue to grow.

Trends show that customers are willing to defer shipping to slower, more economical services. As such, Partnership's analysis of this year's rate increases shows much higher percentage increases on economy services to try to offset customers trading more expensive, faster options for more economical, slower options. Where the carriers will make up that revenue is by simply charging more

for the products and services shippers use the most. We think it's safe to predict that rate increases on lightweight, B2C services will continue to outpace other premium service rate hikes well into the future.

Quick Facts

- UPS rate increase in effect
December 31, 2012
 - 4.9% average rate increase for UPS Ground (5.9% average increase -1% reduction in the fuel surcharge)
 - 4.5% average rate increase for UPS Air (6.5% average increase -2% reduction in the fuel surcharge);
- FedEx rate increases in effect
January 7, 2013
 - 4.9% average rate increase for FedEx Ground and FedEx Home Delivery services (5.9% rate increase -1% reduction in the fuel surcharge)
 - 3.9% average rate increase for FedEx Express services (5.9% average increase -2% reduction in

>> CONTINUED ON PAGE 24



NFSA's Marketing
Manager

Joanne Genadio

>> CONTINUED FROM PAG E23

the fuel surcharge)

- UPS will enjoy an extra week of the rate increases by beginning 12/31/12 to FedEx's 1/7/13.

Your Rates May Will Vary

It's important to remember that the FedEx and UPS rate increase announcements are presented in terms of averages. You might think then that your 2013 small package shipping rates with FedEx and UPS should go up about 4.9% for ground shipping and 3.9% to 4.5% for air shipments. If you guessed this way to forecast and budget your 2013 shipping costs, you might want to make some adjustments!

The FedEx and UPS average rate increases are just that—averages. The “average rate increase” is arrived at by larger rate increases on certain shipment types and lower increases on others. Like always, several factors will determine your real rate increase impact in 2013, among them your package characteristics (size and weight); the service you most often utilize (ground or air); and the zone to which you ship your packages.

2013 Ground Package Rate Increases

FedEx Ground and UPS Ground rate increases are based on a 5.9% increase in the base rate, less a 1 percentage point reduction to the index-based ground fuel surcharge.

FedEx Ground and UPS Ground have identical published base rates for ground packages up to 70 pounds, making apples to apples comparisons possible. Overall, the largest percentage increase for both carriers occurred on packages weighing

20 pounds and less, regardless of zone. This is a result of many shippers migrating lower zone air shipments to the carriers' more economical ground services. The increase for all packages under 20 pounds ranges between 5.8% and 8.9% over 2012 rates.

Air Rates Increase Dramatically for Smaller Packages

The increases in base rates for FedEx Priority Overnight ranged from 4.0% to 6.5% for packages 150 pounds and lighter. On the UPS side, base rates for UPS Next Day Air increased an average of 5.1% to 7.7%. This year's highest rate increases appear to have less to do with weight than distance. Everything from Envelopes/Letters to 150 pound packages is seeing above average rate increases beyond Zone 4/104. This is bad news for higher zone shippers.

This year's largest rate increase percentages are featured on many of the slowest and least expensive shipping options the carriers offer. FedEx Standard Overnight and UPS Next Day Air Saver saw rates on shipments of nearly all weights and to almost every zone rate increase beyond the stated averages the carriers announced. FedEx Standard Overnight increases range from 4.6% to 7.5% on packages less than 150 pounds, while UPS Next Day Air Saver increases range from 5.2% to 8.5% over the 2012 rates.

Don't Forget About The Surcharges!

Both FedEx and UPS also announced increases to other fees and surcharges for 2013. It may surprise you to learn that fees for extra services can account for up

to 20% or more of your total transportation costs.

Conclusion

As it has been in the past, the real impact of the 2013 rate increases depends on what you ship, where you ship it, and the size and weight of your packages. The important takeaway when thinking about your shipping expenses in 2013 is that the announced average increases paint an inaccurate picture of the true impact these new rate increases could have on your business. If you find yourself confused by rate bases, average increases, and surcharges - rest assured that you are not alone

About PartnerShip

PartnerShip, a leading national freight management company and small business advocate, helps more than 16,000 organizations reduce their small package, LTL freight, and tradeshow shipping costs. PartnerShip has the experience and expertise to help you get the most from every shipping dollar. Businesses that participate in one of our exclusive PartnerShip® Shipping Programs receive valuable consultation and carrier routing services, helping them counter annual carrier rate increases with significant savings. Our services are available at no cost. Let one of our shipping experts provide you with a free, no obligation shipping analysis and a review of your existing carrier agreements to ensure you are getting the most for your shipping dollar. Call PartnerShip today at 800-599-2902, email us at sales@PartnerShip.com, or visit us online at PartnerShip.com.📞

PartnerShip®
Your Shipping Connection

NFSA Top Tech Competition Slated for First North American Fire Sprinkler Expo™ in Las Vegas

A competition that first started in 2007 when NFSA hosted its Annual Seminar & Exhibition at Red Rock Resort in Las Vegas, pitting the finest fire sprinkler technicians from around the country in a head to head battle, has come full circle. That's right! NFSA is bringing the Top Tech Competition back to Vegas where it will be hosting its Annual Seminar and what will be the first North American Fire Sprinkler Expo™. The highly contested competition will take place over two days during the North American Fire Sprinkler Expo™ being conducted at Caesars Palace April 4-5, 2013 in conjunction with NFSA's Annual Seminar.

The teams have been assembled and the hype is on to see which team will rise from the ranks to be crowned this year's Top Tech champions. It's a fast action, game-show format competition that finds competitors having to recite the Hazen-Williams formula on the fly or worse, calculate velocity pressure with the clock ticking and hundreds of people watching. The format is simple, win and move on, or one and done. That's it. It's a fast paced, high pressure environment that makes it difficult for competitors to maintain focus, but equally entertaining for spectators who have been known to back a team zealously. And given the nature of Las Vegas, it would come as no surprise if money changed hands.

While the finals in Las Vegas are the competition's pinnacle, let's take a look at how the competitors got there. Back in November, notice was made to the industry that eligibility testing for the competition would begin during the first week of December. NFSA's Engineering department assembled a three-part killer-exam designed to gauge a prospective contestant's knowledge of NFPA 13, NFPA

13R, NFPA 13D and NFPA 20. After nearly one hundred people took the exam, only the top three high scorers from each of seven geographic areas were selected and teams to compete in Las Vegas were formed based on those results. In past years, each of NFSA's Regions of the United States were represented with two teams coming from Canada. This year, the field has been narrowed to eight teams in an effort to elevate the level of competition and to provide conference attendees with more quality time to visit with the many vendors in the exhibition hall where the competition will take place.



2013 TOP TECH COMPETITION TEAMS:

Northeast

- **Michael Miller**, SRI Fire Protection
- **Christopher Crivello**, Truvue Inspection Tech
- **Matt Austin**, Code Consultants, Inc.

South

- **Russell Waggener**, Security Fire Protection
- **Ryan Pererson**, Wayne Automatic
- **Bill Jones**, Tenn-Ky Automatic Sprinkler

Great Lakes

- **Jeffrey Curlee**, F.E. Moran

- **Matt Johnsen**, USA Fire Protection
- **Scott Schiesser**, Ryan Fireprotection

Central

- **Jesse Warboys**, Continental
- **Spencer Tomlinson**, SimplexGrinnell
- **Bill Dust**, Code Consultants, Inc.

Great Plains

- **Jeremy Hadfield**, Continental
- **Tim Trostel, Jr.**, Mile High Design
- **Nathan Lambert**, SimplexGrinnell

West

- **Fred Graves**, RCI
- **Dan Peterson**, City of Paso Robles
- **Aaron Nelson**, Smith Fire Systems

Northwest

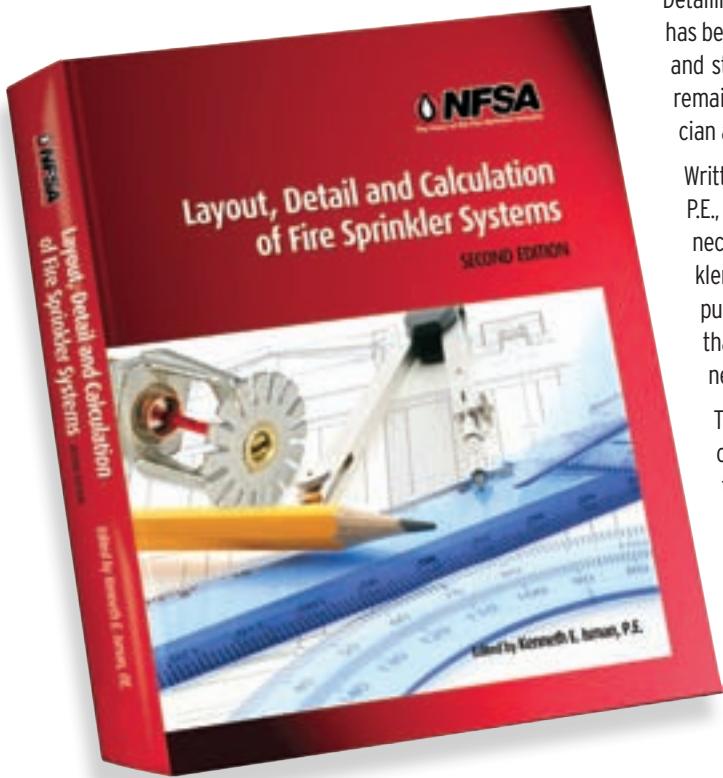
- **Nick Grassi**, Smith Fire Systems
- **Fred Blanchard**, BCE Engineers
- **Mark Metzger**, Patriot Fire Protection

Canada (team to be determined)

To offset some of the travel expenses associated with participating in the competition, NFSA is providing a \$500 stipend to each contestant placed on a team. Each contestant will also receive complimentary registration to the Annual Seminar, where they will have access to world-class training, and a Top Tech shirt, identifying them as a Regional Champion.

If you haven't already made plans to attend this year's Annual Seminar and North American Fire Sprinkler Expo™ at Caesars Palace in Las Vegas, take a few minutes to look at the registration materials beginning on page 27, or better still, visit the NFSA website at NFSA.org and register online. Be there to support your favorite team. It's a fun, camaraderie building event that everyone always enjoys. ☺

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



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

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

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

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

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MEMBERS _____ 1 x \$70 + Ken's picture = \$ _____ NON-MEMBERS _____ 1 x \$120 + Ken's picture = \$ _____

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+S&H: (\$10 book) _____ + Sales Tax: (NY only based on destination) _____ = Total: \$ _____

Enclosed is a check or money order, or Please charge my: AMEX MASTERCARD VISA

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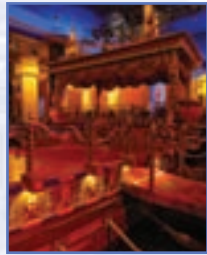
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NFSA ANNUAL SEMINAR AND NORTH AMERICAN FIRE SPRINKLER EXPO™



APRIL 4-6, 2013

CAESARS
PALACE
LAS VEGAS



DEALING THE COMPETITIVE
ADVANTAGE FOR **SUCCESS\$**



RUSS FLEMING
President, NFSA

NFSA Annual Seminars and Exhibitions have always been spectacular, but the April 2013 conference in Las Vegas should top them all. Having the Canadian and Mexican sprinkler associations join us for the first time in a North American Fire Sprinkler Expo will be an event for the history books, with a dynamic never before seen in the fire sprinkler industry. The opportunities for education, networking, and relationship building are unprecedented, and NFSA is extremely proud to be hosting this event.

In other parts of the world, North America is viewed as the leader in advancing the development and use of fire sprinkler systems. In Las Vegas, the North American fire sprinkler industry will be united in sharing the latest developments, viewing the newest technology, and making a renewed commitment to the cause of fire safety through automatic fire suppression. Along with the new opportunities will be the traditional events that make NFSA exhibition years special, like the Top Tech contest.

The first of anything happens only once. Years from now, you'll want to be able to say that you were at the first North American fire sprinkler conference. It's an event you don't want to miss, and we look forward to having you join us.



JOHN GALT, CAE
President, CASA

On behalf of our Board of Directors, staff and all our members, CASA is very proud to be part of the first ever North American Fire Sprinkler Expo™ dedicated to fire sprinkler contractors, manufacturers and suppliers. Not only will this allow for the three associations to coordinate programs and initiatives across our three countries, but it will be an excellent opportunity for Sprinkler people to associate and network together. When we are so often divided over issues that confront us across our Nations or on the world stage today, an event that can combine business opportunities while uniting people together is a very worthwhile goal, but even more so when our products and services lead to the safety and peace of mind of our citizens.

I personally look forward to sharing in this event and hope it will be a catalyst to not only promote our industry now, but also help us all better advance the benefits of fire sprinkler installations in the years to come.



MIKE McDANIEL
President, AMRACI

It is a great pleasure to represent AMRACI in participating in the first North American Fire sprinkler Expo along with the National Fire Sprinkler Association and the Canadian Automatic Fire Sprinkler Association. This is a wonderful opportunity for collaboration and idea sharing among our organizations and fire protection industries in all three countries. Having only formed less than one year ago, AMRACI and its members are excited and looking forward to this event.

In addition to the educational program, expo, and social events, Las Vegas is a wonderful city and should provide an exceptional backdrop to help create a positive experience for all.



SCHEDULE OF EVENTS

Tuesday, April 2

8:00 a.m. – 5:00 p.m.

NFSA E&S Committee meeting – Observers welcome by request, Contact Nicole at ext. 149

2:00 p.m. – 6:00 p.m.

CASA Long Range Planning Committee Meeting

Wednesday, April 3

8:00 a.m. – 5:00 p.m.

NFSA E&S Committee meeting – Observers welcome by request, Contact Nicole at ext. 149

CASA Board of Directors meeting

AMRACI Board of Directors meeting

Exhibitor setup

1:00 p.m. – 5:00 p.m.

Registration desk open

Thursday, April 4

8:00 a.m. – 7:30 p.m.

Registration desk open

9:00 a.m. – 12:00 noon

AMRACI member meeting

CASA member meeting

NFSA member meeting

- Chairman's report
- Industry Economic Update – Greg Coggiano
- Regional perspective – Buddy Dewar, moderate chapter chair reports
- E&S Committee report, committee chair and secretary

12:00 noon – 1:00 p.m.

Lunch – everyone on their own except CASA members

1:00 p.m. – 2:30 p.m.

Joint Sprinkler Contractors Forum

3:00 p.m. – 5:00 p.m.

Opening Session – Master of Ceremonies, Bruce LaRue

- Welcome from NFSA Chairman
- "Rest Assured" presentation
- Industry Awards – Leadership in Public Safety, Hall of Fame, Technical Service, Golden Sprinkler Award
- State of the Technology – Ken Isman
- State of Industries – AMRACI, CASA and NFSA Presidents
- Mike McDaniel, John Galt and Russ Fleming

6:00 p.m. – 9:00 p.m.

North American Fire Sprinkler Expo™ opens with ribbon cutting ceremony
Beer and wine bars, food stations (don't make dinner reservations)
First rounds of Top Tech competition

Friday, April 5

7:00 a.m. – 4:00 p.m.

Registration desk open

7:00 a.m. – 8:00 a.m.

Continental Breakfast

8:00 a.m. – 12:00 noon

Design Advantage Seminar (complimentary to full conference registrants)

7:00 a.m. – 8:15 a.m.

Workshop Session A

8:15 a.m. – 8:30 a.m.

Break

8:30 a.m. – 9:45 a.m.

Workshop Session B

9:45 a.m. – 10:00 a.m.

Break

10:00 a.m. – 11:15 a.m.

Workshop Session C

11:15 a.m. – 12:00 noon

Exhibitor lunch

12:00 noon

North American Fire Sprinkler Expo™ opens to public

- NFSA President makes remarks to close conference and makes introduction to open the exhibition

12:00 noon – 4:00 p.m.

Exhibition open

- Complimentary lunch in the exhibition hall
- Final Rounds of Top Tech Competition

Saturday, April 6

8:00 a.m. – 2:00 p.m.

Annual golf tournament, transportation and breakfast included—
Paiute Golf Resort

8:00 a.m. – 4:00 p.m.

Advanced Hydraulics

In-class seminar with separate registration (full-day)

7:00 p.m. – 10:00 p.m.

Closing Banquet and Awards Ceremony

WORKSHOP TRACKS FOR 2013 ANNUAL SEMINAR

Please select 3 three topics you will most likely attend.

Business Track

TED GARRISON

Why You Need to Get Out of the Fire Sprinkler Business

I'm not suggesting that you stop installing fire sprinkler systems, because that's what you do. But the business you are in is how you provide value to your clients. When contractors compete as an installer of sprinkler systems they end up competing on price. In contrast, contractors that compete on value have greater opportunities to differentiate themselves from the competition in ways other than price. The reason is the opportunities to add value starts before construction begins and extends through the life of the building.

GREG COGGIANO

The Ties that Bind us; Mexico, Canada and USA

In this presentation, the speaker will examine the recent history of the relationship among Canada, Mexico and the USA and relate history with the current discussions among the countries. The presentation will conclude with a discussion concerning what might happen for the relationship of the three countries as the future moves forward as it relates to the sprinkler and life safety industries.

GLENN DIEHL

60 Tips in 60 Minutes: How to Maximize your Company's Show Exposure

Success at a trade show requires more than renting booth space, setting up a display and bringing some literature. A successful plan includes effective pre-show promotion, impactful graphic design, preparing your staff and establishing a post-show strategy for lead fulfillment, ROI measurement and follow up. This session will provide the tools and techniques to make your next trade show your best show ever.

Legal Track

JAY SHULMAN, CPA

How New Tax Regulations will Impact the Small Business Owner

Every year the Federal Government revises its tax regulations, many of which can have an impact on the small business owner. This presentation will provide a review of those regulations that the small business owner must know.

JIM LYNCH

Trademarks and Copyrights

Everyday we are bombarded through the internet and otherwise with advertising slogans, gimmicks and promises of a better tomorrow. What, if any, of it is copyrighted or trademarked? What if you "borrow" it? This workshop will be an entertaining look at an often overlooked part of the law.

FRED BARALL

NASI Funds

This workshop will provide an in-depth review of the various NASI funds' financial status and examine the possible liability incurred by contractor withdrawal. Is the Fund underfunded? What's the consequence? This workshop is recommended for union contractors.

Inspection Track

KARL WIEGAND

Changes to NFPA 25

NFPA 25 is currently going through a revision cycle for the new 2014 edition of the standard. As always, many changes have been proposed. This seminar will discuss the changes coming down the road for inspection, testing and maintenance.

BOGRIS/MYERS

Reports and Reporting

George Bogris and Top Myers have vast experience defending fire sprinkler contractors against subrogation and other claims. This workshop will focus on specific steps you can take to protect your company from liability.

SAL IZZO

Bridging the ITM Gap toward Improving Fire Insurance Rates for Building Owners: The ISO NFSA Sprinkler Contractor Participation Program

This workshop will review the Insurance Services Office (ISO) role in the insurance industry and how their grading schedule for surveying automatic sprinkler systems is used to establish insurance rates for building owners. While the role played by the Insurance Services Offices within the fire sprinkler industry has changed over the decades, ISO continues to recommend property insurance rates that take into consideration many factors relating to the adequacy of a building's fire sprinkler system, including its ongoing inspection, testing and maintenance. Despite compliance with NFPA 25, many systems do not receive the proper insurance credit regarding their sprinkler systems. Learn how you can work more closely with ISO, in conjunction with the NFSA, by participating in a new Contractor Participation Program on behalf of your customers to improve the recognition they receive for your ITM services.

Technician Track

MATT KLAUS

NFPA 13: 2013 Update

There is a new edition of NFPA 13 available. While this edition may not be adopted for several years, the changes that were made to NFPA 13 for the 2013 Edition represent the current standard of care for the design and installation of sprinkler systems. The technical committees responsible for the development of NFPA 13 reviewed over 1000 proposals and comments that resulted in hundreds of changes to NFPA 13. This session will highlight many of those changes, including modification to requirements for obstruction rules, material compatibility, shared support structures, storage protection schemes and dozens more topics.

KEN ISMAN

NFPA 20: 2013 Update

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.

KARL WIEGAND

Best of EOD

This seminar will address some of the more interesting and most frequently asked questions that



- the NFSA has received from the EOD service in the past year along with the responses that we have given to these questions. It will also address some general concepts from commonly used standards where confusion or misinterpretation could occur.

Health Care Track

GREG HARRINGTON

Fire Sprinkler Requirements for Health Care and Residential Board and Care Occupancies

- NFPA 101, Life Safety Code, is widely applied to new and existing health care occupancies throughout the United States. In addition to health care occupancies, NFPA 101 is widely applied to new and existing residential board and care occupancies. This presentation will describe the unique sprinkler provisions of NFPA 101 applicable to health care and board and care occupancies, key changes in the 2012 edition of NFPA 101 relative to health care and board and care occupancies impacting sprinkler system design and include an overview of proposed revisions for the 2015 edition of NFPA 101 relative to health care and board and care occupancies impacting sprinkler system design.

BILL KOFFEL

Project Coordination in Health Care Facilities

- Installing automatic sprinkler systems in existing health care facilities can present some challenges. What are those challenges and how can the contractor best prepare to avoid problems with the facility? In addition, the health care facility can benefit from installing sprinkler protection in an existing facility. These benefits will be identified so contractors can call them to the attention of the facility, possibly providing additional incentives for installing sprinkler protection.

Fire Protection Engineering Track

BILL KOFFEL

Improving Fire Sprinkler Reliability

- As a leading fire protection engineer and the Chair of the NFPA 25 Technical Committee, Bill Koffel is well aware of the importance of sprinkler performance statistics to the reputation of the fire sprinkler industry. In this workshop he will present his thoughts on how the industry should work to maintain and even improve upon the exemplary record of fire sprinklers in saving lives and property.

JIM MILKE

Reviewing Reliability Statistics for Fire Protection Systems

Assessment of existing fire protection features, including active and passive measures. Will involve reliability analyses of installed systems and performance level observed.

- JAMES P. BEGLEY**

Performance-based and specialty designs involving sprinklers in Clark County

- Repeat Track**

MATT KLAUS

Changes to NFPA 13

KEN ISMAN

Changes to NFPA 20 Update

KARL WIEGAND

Changes to NFPA 25



NFSA'S ANNUAL SEMINAR AND NORTH AMERICAN FIRE SPRINKLER EXPO™ — CAESAR'S PALACE, LAS VEGAS

2013 REGISTRATION
WILL BE CONDUCTED ONLINE
AT WWW.NFSA.ORG

DON'T MISS THE OPPORTUNITY TO LISTEN TO AN INDUSTRY EXPERT IN FIRE PROTECTION INDUSTRY METRICS.

Greg Coggiano is no stranger to the fire sprinkler industry. In 2008 and 2009 he presented workshops at NFSA's annual seminars on the topic of how a fire sprinkler contractor business is valued. Then in 2011 at NFSA's Annual Seminar in Baltimore, Maryland, he provided a fire sprinkler industry-targeted economic address.

In the September/October 2012 issue of *SQ*, he contributed an article entitled, "Apparent Recessionary Bottom Reached in 2011; Expectations for 2012 and 2013".

As an expert in fire protection industry metrics, he is uniquely qualified to deliver next year's Economic Outlook. It's a presentation that every single fire sprinkler contractor can't afford to miss!



"Hello, I'm Greg Coggiano. If you are a fire sprinkler contractor, you won't want to miss my presentation at NFSA's Annual Seminar and North American Fire Sprinkler Expo™ in Las Vegas. I look forward to seeing you there."

A NOTE ABOUT THE AUTHOR:

Greg Coggiano is Managing Director, CB Partners LLC. CB Partners LLC represents buyers and sellers of businesses, performs market analysis and market studies, and values businesses in the Fire Protection Contracting industry and others. He is familiar with the focus and objectives of most of the companies and institutions that have interest in buying Fire Protection Contractors. Recently, he has completed business sales and valuations, market research, seminars and workshops related to Fire Protection Contractor business sales and valuation for members of the National Fire Sprinkler Association. Fire Protection Contracting has been a focus since early 2006. CB Partners LLC is a member of the NFSA.

SPOUSE'S PROGRAM

FRIDAY, APRIL 5

8:00 a.m.

Group Breakfast at Caesars Palace

10:00 a.m.

Departure – All tours depart from Caesars Bus and Shuttle exit next to the Coliseum.

All tours return to Caesars by 2:30 p.m.

Hoover Dam Inside & Out Tour

(Hoover Dam visitors center, tour of dam, 1-hour explore on your own), 10:00 a.m. – 2:30 p.m.

Hoover Dam towers above the Colorado River on one side and Lake Mead on the other. Today enjoy an up close and personal tour of this man-made wonder of the modern world. Your tour is escorted by a knowledgeable Hello Las Vegas! tour guide who will, en route to Hoover Dam, discuss the Las Vegas area in detail. The Bureau of Reclamation started conducting tours through the Hoover Dam and Power Plant in 1937. Today, close to 1,000,000 visitors each year take the tour. Start off with a video presentation of "How the West was Won": This presentation describes the contribution of the Bureau of Reclamation in taming the rivers, and its contribution in helping settle the West and growing the food that feeds the nation.

Next it's off to the Power Plant Generators. You will take large elevators 500 feet down into the wall of Black Canyon where you will walk through the 250-foot long tunnel drilled out of rock, and view the 650-foot long Nevada wing of the power plant and its eight huge generators. Finish your time at Hoover Dam by visiting the exhibit halls and observation deck. The Hoover Dam Inside and Out Tour is a way to see, learn and appreciate what Hoover Dam is all about.

Jubilee Backstage Tour

(Complete with showgirl tour guide and showgirl makeup demonstration) 10:00 a.m. – 12:30 p.m.

Have you ever wanted to go behind the scenes of one of Las Vegas' longest running production shows? Sign up now for this tour and you will have an opportunity to do just that. Your tour begins in the Jubilee! Theater, where you will ascend the massive stage to learn about the technology that makes a production of this scale possible. You will visit the light booth high above the theatre. You will also see the carpentry shop, electrical shop and prop shop which houses the giant sets for this production. But wait, there's more, visit the world renowned costume shops where the Bob Mackie and Pete Menefee designed costumes are housed. Upon conclusion of your tour, watch one of the cast members go from her street clothes to a glamorous showgirl, watch the transformation first hand.

***Each tour requires a minimum of 20 registrants and reservations must be made Friday, March 1, 2013. So as not to be disappointed, if you are interested in taking any of these tours, make reservations immediately.**

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____

EMAIL _____

TWITTER _____ LINKEDIN _____

DATE _____

Las Vegas City Orientation Tour

(Madame Tussauds) 10:00 a.m. – 1:00 p.m.

Millions and millions of people have flocked through the doors of Madame Tussauds since they first opened over 200 years ago and it remains just as popular as it ever was. There are many reasons for the enduring success, but at the heart of it all is good, old-fashioned curiosity. Today, visitors are sent on a unique, emotionally charged journey through the realms of the powerful and famous. The museum-style ropes and poles have gone so now you can truly get up close and personal with you favorite A-list celebrities, sporting legends, political heavyweights and historical icons.

Vintage Vegas Tour

(Mormon Fort, Neon Boneyard & Mob Museum) 10:00 a.m. – 2:30 p.m.

Las Vegas, the City of Entertainment, the "City that Never Sleeps." Today you will enjoy an orientation tour in one of the world's most recognizable cities. Start your tour at the Mormon Fort located on Las Vegas Boulevard and Washington Avenue. The Old Mormon Fort State Park explains the history of early Nevadan settlers and how Las Vegas transformed into the bustling town it is today.

Next stop will be the Neon Boneyard where you will bear witness to some of the classic Las Vegas art form. Dedicated individuals from the private sector as well as corporate and government entities have worked tirelessly to promote the preservation of these national treasures. The Neon Museum's mission is to collect, preserve, study and exhibit iconic Las Vegas neon signs for educational, historic, and cultural enrichment.

Once leaving the Neon Boneyard, you will continue down Las Vegas Blvd to the Mob Museum. Where fact and fiction are exposed and a light is shed on of how the Mob came to be, the battles that were fought, and what remains today. As you move through the Museum, you'll also be witness to some of the most infamous Mob artifacts, such as the wall from the St. Valentine's Day Massacre and the barber chair where Albert Anastasia was murdered.

Your tour program is included in the spouse's conference registration fee. A minimum of 20 persons are required for each tour. Select only one.

- Hoover Dam Inside & Out Tour
- Jubilee! Backstage Tour
- Las Vegas City Orientation Tour
- Vintage Vegas Tour

Very important! Please provide a direct email to receive updates regarding tour status.

REGISTRATION FORM



NFSA would like you to know that to save both natural resources and funds, no paper brochures will be distributed by NFSA for this event, full registration is available on-line. Registering on-line saves you time and money, and keeps all of your information accurate and secure! Please use this digital document as a resource to assist you in your on-line registration. If you have any questions about the process, please do not hesitate to contact NFSA. We look forward to welcoming you in Las Vegas!

PLEASE CHECK ONE:

- Exhibitor
 Contractor
 Supplier
 Device Manufacturer
 Architect/Engineer
 Building/Fire Official
 Speaker
 Exhibits Only
 Guest
 Contractor Management Team

PRINT OR TYPE – THIS FORM MAY BE PHOTOCOPIED FOR ADDITIONAL REGISTRANTS

CHECK ONE:

- Full Conference Registrant** (can attend all functions)
 Exhibition Registrant* (One free full registration and one exhibits only per booth – members only)
 Exhibits Only** (Access to Exhibit Hall only)

FIRST NAME FOR BADGES:

Registrant _____
 Spouse/Guest _____
 Children (over 18 fee required) _____ Age _____
 _____ Age _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Telephone _____ Fax _____ Email _____
 Booth Number(s) _____ Name for Exhibits-Only Badge** _____
 Twitter _____
 LinkedIn _____
 Email _____

*The member exhibitor using the free full registration(s) (one per booth space) should complete this form in full and also list each exhibits only person(s). ONE PER BOOTH SPACE.

**Non-member exhibitors will be allowed one exhibits-only badge that comes with the purchase of each booth space. NO EXCEPTIONS PLEASE.

SEMINAR REGISTRATION FEES:

CIRCLE APPROPRIATE AMOUNTS:

Members (NFSA, CASA, AMRACI)	Early bird	After March 1st
Registrant	\$675	\$745
Additional (same company)	\$625	\$695
Spouses	\$400	\$445
Contractor Management Team	\$400*	\$445*

Spouses registration includes a group breakfast and a tour. See details on Spouses Program registration form.

Non-Members: (No Early-Bird Eligibility)

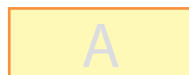
Please contact NFSA at 845-878-4200, Membership Department for membership information

Registrant \$945
Spouses \$645

Subtotal: _____

Total Seminar Registration Fee: _____

Transfer Total to summary page 14:



Refund policy:

100% April 1st

STOP!

In order for Saturday's banquet to be a success, it is imperative that the hotel have an accurate count for food. To that end, please indicate here how many people will be in your party. Be reminded this event is for full seminar registrants only. Caesars guards will be policing a strict badge policy. As such, all registrants must be wearing their badges. Thank you.



FIRE SPRINKLER CONTRACTOR MANAGEMENT TEAM DISCOUNT REGISTRATION FORM

Registrant #1 _____	FIRST NAME FOR BADGES:
Registrant #2 _____	
Registrant #3 _____	
Company _____ Address _____	
City _____ State _____ Zip _____	
Telephone _____ Fax _____	
Email _____	

WORKSHOP TOPICS:

Business Track

- Why You Need to Get Out of the Fire Sprinkler Business
- The Ties that Bind us; Mexico, Canada and USA
- 60 Tips in 60 Minutes: How to Maximize your Company's Show Exposure

Legal Track

- How New Tax Regulations will Impact the Small Business Owner
- Trademarks and Copyrights
- NASI Funds

Inspection Track

- Changes to NFPA 25
- Reports and Reporting
- The ISO NFSA Sprinkler Contractor Participation Program

Technician Track

- NFPA 13: 2013 Update
- NFPA 20: 2013 Update
- Best of EOD

Health Care Track

- Fire Sprinkler Requirements for Health Care and Residential Board and Care Occupancies
- Project Coordination in Health Care Facilities

Fire Protection Engineering Track

- Improving Fire Sprinkler Reliability
- Reviewing Reliability Statistics for Fire Protection Systems
- Performance-based and specialty designs involving sprinklers in Clark County

Drastically reduced conference registration fee of \$400 if booked by March 1st, \$445 after March 1st.

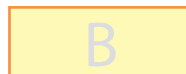
- Enclosed is our check (add \$50 for foreign checks) or money order, in the amount of the Grand Total for NFSA Annual Seminar made payable to National Fire Sprinkler Association, or

Before March 1: \$400 x _____ = \$ _____

After March 1: \$445 x _____ = \$ _____

Charge my:

- VISA MasterCard AMEX



(transfer total to summary sheet on p.14)

Please return the registration form with payment to:

**NFSA Annual Seminar
& Exhibition
40 Jon Barrett Road
Patterson, NY 12563**

Credit Card orders fax to:

(845) 878-4215

Questions:

**Mike Repko (845) 878-4200,
ext. 120**

*Requires at least one registration at full fee and one additional fee registration from same company before \$445 rate applies (contractors only). Reduced registration fee includes member meeting, opening session, welcome reception in exhibition hall, lunch in exhibition hall, 2-day exhibition and targeted workshop sessions.

Account _____

Expiration Date _____

Address _____

Signature _____

IN-CLASS REGISTRATION :

Advanced Hydraulics

Caesars Palace, Las Vegas, Nevada

SATURDAY, April 6, 2013

Registrant _____

Company _____

Address _____

City _____

State _____ Zip _____

Tel _____

Fax _____

Email _____

Total amount (transfer total to summary sheet on p.14

Return with payment to:

NFSA, 40 Jon Barrett Road, Patterson, NY 12563



SATURDAY, April 6, 2013

8:00 a.m. — 4:00 p.m.

Advanced Hydraulics

This program 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.

This seminar assumes that the participant knows and understands the meaning of basic hydraulic terms such as density and design area as well as knowing the Hazen-Williams formula for calculating friction loss. Participants not familiar with these terms and formulas are certainly welcome to take the class, but they may find that they need to do more work to keep up. Everyone that comes to the class should bring a calculator with a [yx] key that they know how to use.

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.

Duration: 8 hours including 1 hour for lunch (7 hours of contact time)

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

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

Member registration fee: \$100 (NFSA, CASA, AMRACI)

Non-member registration fee: \$150



2013 GOLF REGISTRATION FORM

Paiute Golf Club Resort

Sun Mountain Course

Saturday, April 6, 2013

7:00 a.m. Departure

Buses will depart from Caesars Bus and Shuttle exit next to the Coliseum.

8:00 a.m. shotgun start

Golf Registration: **\$225**

(includes breakfast and beverage carts on course)

\$45 Club rental until March 24

\$60 Club rental after March 24

Name: _____
Club rental: Left Right

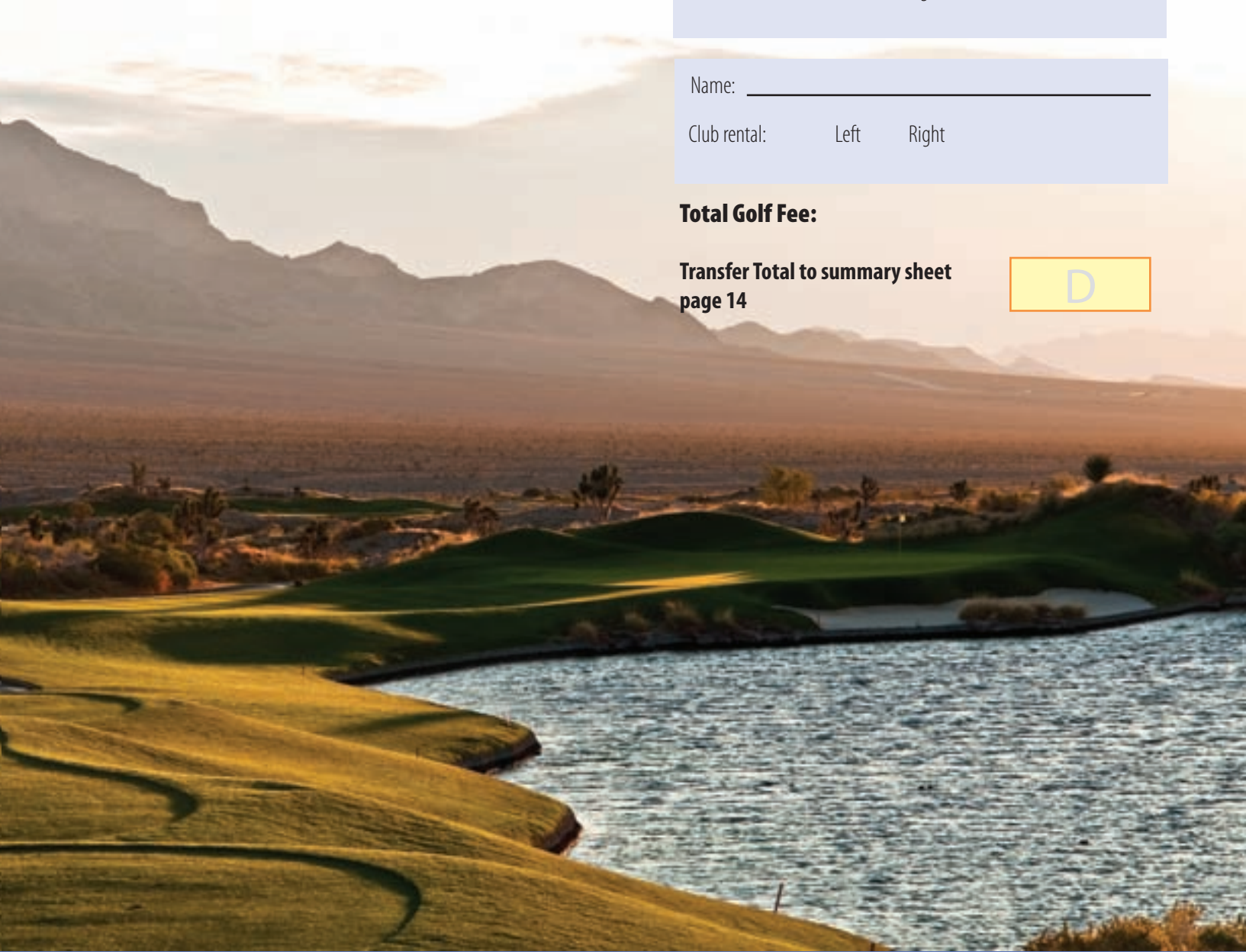
Name: _____
Club rental: Left Right

Name: _____
Club rental: Left Right

Name: _____
Club rental: Left Right

Total Golf Fee:

**Transfer Total to summary sheet
page 14**



SEMINAR & EXPO INFORMATION AND CHECKLIST



REGISTRATION DESK HOURS:

Wednesday, April 3, 2013 – 1:00 p.m. – 5:00 p.m.

Thursday, April 4, 2013 – 8:00 a.m. – 7:30 p.m.

Friday, April 5, 2013 – 7:00 a.m. – 4:00 p.m.

Saturday, April 6, 2013 – 7:30 a.m. – 10:00 a.m.

EXHIBITION INFORMATION:

To promote a large turnout for the first ever North American Fire Sprinkler Expo™, NFSA has partnered with the Canadian Automatic Sprinkler Association (CASA) and the Mexican Fire Sprinkler Association (AMRACI). As such, record attendance is expected for this world-class event.

To promote a large turnout at the exhibition, NFSA is:

- Partnering with Canadian and Mexican fire sprinkler associations
- Providing complimentary passes to the exhibition on Friday, April 5
- Hosting a cocktail reception inside the exhibition hall on Thursday evening
- Hosting lunch inside the exhibition on Friday afternoon
- Hosting a Design Advantage seminar for the local chapter of the American Institute of Architects
- Offering significantly reduced Contractor Management Team registration for second and third tier management
- Offering a wide range of targeted workshop sessions
- Conducting the Top Technician Competition inside the exhibition hall
- Extending complimentary invitations to local building and fire officials, professional societies and universities

For more information about how to reserve booth space for the first North American Fire Sprinkler Expo™, contact NFSA show manager Harve Horowitz at Exhibit Promotions Plus at 410.997.0763 or email NFSA@eponline.com.

The next NFSA exhibition will be held in conjunction with its Annual Seminar at Hilton Bonnet Creek Resort April 30 – May 2, 2015 in Orlando, Florida. Exhibitors interested in reserving booth space should make arrangements early with Exhibit Promotions Plus.

SEMINAR CHECK LIST:

- Register online before the March 1st “early-bird” deadline.
- Make hotel reservations at Caesars in the NFSA block <http://bit.ly/NFSArooms>
- Check email regularly for update bulletins regarding the conference
- Make airline reservations right away. While Las Vegas is very easy to get to from anywhere, the best fares and itineraries fill early
- For additional information contact Michael Repko at mrepko@nfsa.org or call 845.878.4200 ext. 120
- The NFSA 2014 Annual Seminar will be held at Atlantis, Paradise Island, Bahamas, May 8 – 10

HOTEL RESERVATIONS

CAESARS PALACE

3570 Las Vegas Blvd
Las Vegas, NV 89109

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Phone: 702-731-7222 or 1-866-227-5944

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<http://bit.ly/NFSARooms>

Reservation Deadline: March 13, 2013



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- Parking
- Salon
- Spa
- Valet
- Bar
- In-room safe
- Conference Center



SUMMARY REGISTRATION FORM

NFSA Annual Seminar and North American Fire Sprinkler Expo™

Caesars Palace, Las Vegas, NV

This form has been included with the Seminar Registration packet to help us process your registration quickly and accurately. Please make a copy of it for your records and mail it, along with your NFSA registration forms to: NFSA Annual Seminar, 40 Jon Barrett Road, Patterson, NY 12563. Credit card orders may be faxed to (845) 878-4215.

NFSA REGISTRATIONS	INDIVIDUAL FORM TOTALS
SEMINAR REGISTRATION FEES	A
CONTRACTOR MANAGEMENT TEAM FEE	B
IN-CLASS TRAINING SEMINAR	C
GOLF (SCRAMBLE)	D
Grand Total:	

The registration forms for the activities listed above should be returned with payment to:

NFSA Annual Seminar & Exhibition
40 Jon Barrett Road
Patterson, New York 12563

Enclosed is our check (add \$50 for foreign checks) or money order, in the amount of the Grand Total for NFSA Annual Seminar and related events, made payable to National Fire Sprinkler Association, or

Charge my:

Visa MasterCard AMEX Discover

Account# _____

Exp. Date _____

Address _____

Signature _____

NFSA Annual Seminar and North American Fire Sprinkler Expo™

Caesars Palace, Las Vegas, NV

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____

EMAIL _____

ORDERED BY _____ DATE _____

PRINT NAME _____

A GROWING LIST OF EXHIBITORS*

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ANVIL INTERNATIONAL
BLAZE MASTER FIRE SPRINKLER SYSTEMS
CB MARKETING/LEGEND 13D PUMPS
CLARKE FIRE PROTECTION PRODUCTS INC
CROKER DIV FIRE-END & CROKER CORP
ELKHART BRASS MFG CO INC
ERICO INC
FERGUSON FIRE & FABRICATION INC
FIRE PROTECTION PRODUCTS INC
FLEXHEAD INDUSTRIES INC
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GECCO INC
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HRS SYSTEMS INC
HYDRATEC INC
ITW BUILDDEX
JOB GMBH
LynCar PRODUCTS
METRAFLEX CO
NATIONAL FIRE PROTECTION ASSOCIATION (NFPA)
PITTSBURG TANK & TOWER MAINTENANCE CO
POTTER ELECTRIC SIGNAL CO INC
REED MANUFACTURING CO INC
RELIABLE AUTOMATIC SPRINKLER CO INC
SMITH-COOPER INTERNATIONAL
S-P-D, INC.
SPEARS MANUFACTURING CO
SPRINKFLEX LLC
SYSTEM SENSOR
TED GARRISON'S CONSTRUCTION 3.0 STRATEGIES
TYCO FIRE PROTECTION PRODUCTS
UNITED BRASS WORKS INC
VICTAULIC
VIKING GROUP INC
W S DARLEY & COMPANY
WHEATLAND TUBE CO

* For exhibit info, contact: Exhibit Promotions Plus, Inc.
nfsa@eponline.com 410/997-0763



North American Fire Service Training Directors



Pictured left to right: **Bill Webb**, Executive Director of CFSI; **Steve Edwards**, North American Fire Service Training Directors; **Vickie Pritchett** Director of Public Fire Protection for NFSA; and **Dr. John Hall** of NFPA.

Notes from the Fire Scene...

There is great value in relationships and understanding the role of our respective national fire service organizations. A great example of this statement in action occurred in the last quarter of 2012. Being asked to testify before the House Science Committee helped me realize the impact and importance of NFSA forming the Public Fire Protection department in 1993 with the hiring of my predecessor and mentor, Jim Dalton.

It was with a humble heart and a proud spirit that I spoke in support of appropriations for our U. S. Fire Administration (USFA). I have been a user of USFA resources for years, tapping into their expertise as we worked at a local and state level to adopt proactive fire sprinkler requirements. It was an honor to be able to speak about the difference these programs and resources make to all of us. Of course, it was easy. All of my examples of these resources in action revolved around fire sprinklers. It was gratifying to see the reactions of those in the room when examples were shared from Common Voices advocates and survivors of notable fires in our nation's history. Having the first-person stories helps everyone understand what the fire problem is and why fire sprinklers are so important in solving it. It really is that simple.

A big thank you to NFSA is appropriate here as they provide support to Public Fire Protection as we work hand in hand with national fire service organizations to make sure we are there to provide our assistance when they need us. This was the case in September when I joined Dr. John Hall of NFPA and Steve Edwards of the North American Fire Service Training Directors to provide testimony.

I am very respectful and appreciative of the leaders who have gone before me, those who were the pioneers and blazed the trail for those of us today to follow. I treasure each and every opportunity I have had to learn from many of these pioneers, most notably Jim Dalton. The values and principles that he has instilled in all of those who he has worked with creates the perfect environment for the mission of the NFSA to be realized in our work today. So, thanks JD... for asking me to join this awesome team in 2006!

New Year. New Excitement.

Speaking of our NFSA mission and values, it seems very appropriate to share my excitement for our association in the new year. Our December staff meeting provided another great opportunity for us to gather together, using the time to ask specific questions about how we can provide the best service to our members as well as allied organizations and groups. It's exciting to feel the team synergy, and to be a part of planning for our future.

Additionally, I always relish opportunities to spend time with NFSA members - whether they be contractors, suppliers, or manufacturers—it's so neat to learn more about the challenges each respective group faces, and also realize with each contact what it is that makes our team unique. We are really like one big family. I sensed that from the moment I was introduced to the NFSA and those who are the NFSA. Whether it's our staff, our members, or an organization partnering with us...we are focused on advancing the fire sprinkler concept and saving lives. It doesn't get any better than that!

So, as we enter this new year filled with opportunities, let us dedicate ourselves to enhance and improve our efforts by finding ways to be innovative and non-typical. Our country is faced with many unique challenges at this time. Never have we (NFSA) been in a better position to influence and provide assistance to our national fire service organizations. I believe that this opportunity to influence and provide leadership will create and provide outcomes beneficial to our work and the cause that we dedicate our lives to.

Fire sprinklers save lives. Let's find new ways to share that message, partnering with like-minded groups, and reaching out to those who are uncertain and many times simply do not understand. Yes, this statement means that we are including non-typical approaches to future outreach efforts to those who have traditionally resisted our message and worked against us. We believe that there is common ground to be found, and our goal is to find it and make the world a safer place!

Relationships matter. A big thanks again to NFSA leadership and our Board of Directors. Your support of our respective departments allows us to be involved and make a difference. Now, let's get to work on making 2013 the best year we can! *Stay safe!* 🚒



Director, Public Fire Protection

Vickie Pritchett



NFSA ANNUAL SEMINAR 2014

ATLANTIS HOTEL, PARADISE ISLAND, BAHAMAS

MAY 8–10, 2014



Residential Sprinklers and Sloped Ceilings

Standards are always evolving to better communicate the requirements, but there are also changes brought about by new information and data collected. With the new 2013 Edition of NFPA 13D, language had been added to help address the situation of installing residential sprinklers below sloped ceilings. In earlier editions, the user was left to make a judgment call to determine the number of sprinklers that should be calculated when residential sprinklers were installed under sloped ceilings and/or find residential sprinklers that had been listed for sloped applications and follow the manufacturer's guidelines.

First, the scenario of sloped ceilings begins when the slope exceeds 2 in 12. Any slope less than that would be treated as a flat ceiling. When a sloped ceiling is present and a fire occurs, the smoke and hot gasses will continue to rise up the slope. If the fire were to begin at the lower elevation of the ceiling, there is concern that too many sprinklers might open away from the origin of the fire, which could require more water than was calculated. However, until recently, the standard was silent on what calculations needed to be done even though sloped ceilings can be a common construction for residential spaces.

The 2010 Edition of NFPA 13D, Section 8.1.2 stated, "The number of design sprinklers under flat, smooth, horizontal ceilings shall include all sprinklers within a compartment, up to a maximum of two sprinklers, that require the greatest hy-

draulic demand." The annex to that text further guides the user to acknowledge that some residential sprinklers have been tested with sloped and beamed ceilings and that information has been included in the listing. It also indicates that when ceiling configurations do not align with any current listings that increased flows from sprinklers or increasing the number of design sprinklers may be necessary.

Test Program Conducted

In an effort to address sloped ceilings, the Fire Protection Research Foundation conducted a test program to examine residential sprinklers with sloped ceilings and sloped ceilings with beams. The program was comprised of both fire modeling and full-scale tests. This series has allowed for criteria to be written in a more generic manner than previously, which allows the user to have a standard approach to calculations for residential sprinklers under sloped and beamed ceilings. This also means that the sprinkler manufacturers do not have to carry a special listing in order for the residential sprinkler to be used in these applications.

The 2013 Edition language now describes five scenarios that allow for the traditional calculation of all the sprinklers in a compartment up to two sprinklers (Section 10.2).

The first scenario is a "flat, smooth, horizontal ceiling," which is the original description found in earlier editions of NFPA 13D. However, it now adds that the

ceiling height cannot be more than 24 feet (7.3 m). Higher spaces may not be properly protected with sprinklers that are only required to have a minimum of 0.05 gpm/ft² (2.04 mm/min) density.

The second scenario is also a flat, horizontal ceiling still maintaining the maximum ceiling height of 24 feet (7.3 m). Although, this item includes an allowance for beams up to 14 inches (355 mm) deep on the ceiling as long as the compartment does not exceed 600 ft² (55 m²). In addition, the elevation of the highest sprinkler in the space needs to be higher than any openings to communicating spaces. This will help to keep the smoke and hot gases near the origin of the fire to allow the near sprinklers to operate and control the fire.

For a slope up to 8 in 12, the third option can be used with a smooth, flat ceiling that does not have beams. The peak of the protected space is still not allowed to exceed 24 feet (7.3 m). Transfer of hot gases to communicating spaces is still a concern. So, the highest sprinkler in the sloped ceiling compartment is required to be above all openings allowing the

>> CONTINUED ON PAGE 46



NFSA's Director of Product Standards

Victoria B. Valentine, P.E.

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>> CONTINUED FROM PAGE 45

sprinklers to operate before the hot gases travel to another space.

A combination of a sloped ceiling and beams below the ceiling can be a challenge for the sprinkler system. The fourth scenario permits beams up to 14 inches (355 mm) deep below sloped ceilings not more than 8 in 12. The compartment for this option is also limited to 600 ft² (55 m²) in floor area. Like the previous scenarios, the peak of the ceiling cannot exceed 24 feet (7.3 m) in order to comply with this arrangement. The highest sprinkler must also be above the level of all openings, as noted in the second and third scenarios. Remember, obstruction rules for the sprinklers still have to be followed, these scenarios are for determining the number of design sprinklers.

The final scenario also has a compartment limitation of 600 ft² (55 m²) for the floor area. This arrangement also has a sloped ceiling and beams below it. The beams, here, can be any depth, but sprinklers need to be located in each pocket formed by the beams. The slope of the ceiling is still not permitted to exceed 8 in 12 under this regulation and the ceiling cannot be more than 24 feet (7.3 m) at its peak.

Compartmentation of typical residential occupancies actually assists the sprinkler system. That is why some of the scenarios above have floor area limitations. The room size helps the sprinklers to operate quickly and control the fire.

All five situations discussed above are allowed to use the listed flows for sprinklers that were tested with smooth, flat, horizontal 8-foot (2.4 m) ceilings. Also, sprinklers can still have listings for a scenario that is not described, such as a steeper slope. This is acceptable as long as the installation is in accordance with the listing limitations and manufacturer's guidelines. When a scenario does not meet one of the above situations and there is no sprinkler with a listing specific to the arrangement, then the authority having jurisdiction needs to be consulted to determine the design area so that it is appropriate for the challenges of the space.

After the Committee agreed to the revisions for the 2013 Edition, they processed

a Tentative Interim Amendment (TIA 10-3) on the 2010 Edition. This TIA allows for the two sprinkler design with the same scenarios described here to be permitted under the 2010 Edition too. The TIA is available at www.nfpa.org/13D.

In addition, these five scenarios are also found in NFPA 13R, 2013 Edition, Section 7.1.1.3. The difference is that under NFPA 13R all of the sprinklers in a compartment up to four (4) are calculated. The area and height limitations for the spaces are the same as those in NFPA 13D.

Summary

No matter how many modifications are made to the installation standards, there is still no way for the written text to handle every situation of the field. However, this testing has allowed for the traditional design sprinklers to be expanded to include sloped and beam ceiling applications where previously the user was on their own to determine the adequate number of sprinklers for calculation purposes. ①

References

"Analysis of the Performance of Residential Sprinkler Systems with Sloped or Sloped and Beamed Ceilings" Fire Protection Research Foundation, Quincy, MA, July 2010.

NFPA 13D, Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes, 2010 Edition, National Fire Protection Association, Quincy, MA, 2009.

NFPA 13D, Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes, 2013 Edition, National Fire Protection Association, Quincy, MA, 2012.

NFPA 13R, Standard for the Installation of Sprinkler Systems in Low-Rise Residential Occupancies, 2013 Edition, National Fire Protection Association, Quincy, MA, 2012.

REGIONAL ROUNDUP

NORTHEAST REGION



DOMINICK KASMAUSKAS
Associate Director of Regional Operations - North

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

Sprinkler Save in Cedarhurst, New York

In late December, 2012, a fire broke out at La Terrazza Restaurant in Cedarhurst, New York.

Police officers were called out to a burglar alarm and discovered the blaze. The officers notified the Lawrence-Cedarhurst Fire Department, which responded with 30 firefighters and six trucks. Firefighters forced their way into the locked premise and were met by a heavy smoke condition. As hose lines were stretched, the fire was located in the register area.

Assistant Fire Chief Anthony Rivelli of the Cedarhurst Fire Department credited the fire sprinkler system for keeping the blaze in check and holding it to the area of origin.

Firefighters moved in and contained the blaze quickly.

The fire appeared to be electrical in nature and no injuries were reported.

Fire in Unsprinklered Condominium in Chelmsford, Massachusetts Leaves Two Dead

A fire in a fourth-floor condominium in Chelmsford, Massachusetts tore through the unit and left a disabled man and a woman dead and four others injured, including a 7-year-old boy, according to fire officials.

At the time of this report, authorities hadn't identified any of the victims and the conditions of the injured survivors were not clear. The building had working fire sprinklers only in the garage.

State Fire Marshal Stephen D. Coan made it a point to state that if the building had a fire sprinkler system, the outcome would have been very different.

Coan said he did not know how many people were displaced by the blaze. The American Red Cross of Eastern Massachusetts said volunteers had provided 10 people from four units with emergency funds for food and clothing.

The condominium's property manager said the building was equipped with working smoke detectors. He said the man who was killed used a wheelchair, as well as a prosthetic leg at times.

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.

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

Efforts to help the Joseph M. Lane, American Legion Post in Lodi, New Jersey with the incomplete sprinkler system that is keeping the post from receiving a certificate of occupancy are still in the progress.

As described at the joint meeting of the NFSA New Jersey and PenJerDel Chapters on November 13th by Charlie Hamilton of Northeast Fire Protection, the latest hurdle involves legalities. Who is legally responsible for the system? Northeast Fire Protection has worked up the design completion for the sprinkler system as a donation, Local 696 is donating the manpower to do the work and Atlantic American is donating the materials. The American Legion Post has no funds. Attorneys for Northeast Fire Protection are working on the question.

Sprinkler Saves at University of Pennsylvania

On Saturday September 22nd, the Philadelphia Fire Department was dispatched to the fourth floor of the DuBois College House at the University of Pennsylvania for a reported fire. The fire occurred in a kitchen area where a toaster was in close proximity to the stove, which was on for

>> CONTINUED ON PAGE 48

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REGIONAL ROUNDUP

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cooking. When the tenant heard the fire alarm sound she went to the kitchen area and saw smoke and the toaster in flames. The building fire alarm alerted residents to evacuate as planned and practiced with frequent evacuation drills. However, one resident on the second floor said he managed to sleep through the alarm for at least 20 minutes. A fire sprinkler system is credited with extinguishing a fire.

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

Consider Sprinklers in Subdivision Regulations

Putnam County Tennessee Planners have begun some discussion of adding the option of sprinklers to the language of the county's subdivision regulations.

Current county subdivision regulations state: "Water mains of six (6) inch diameter minimum, having adequate residual pressure, shall be installed throughout the subdivision. For the fire protection purposes of these regulations, while any one fire hydrant is free flowing in the development, a negative residual pressure shall not exist in the water system within one (1) mile of the free flowing fire hydrant... Lands without accessibility to public water supply systems or developments not capable of the provision of an adequate supply of water through an approved system of production, storage, and distribution, capable of providing adequate flow for domestic use and fire protection shall be deemed unsuitable for development as a subdivision until such time as this system can be provided." Fire hydrants must be served by a 6-inch water line to be effective. However, many

areas of the county are served by smaller lines that will not support a hydrant.

Most recently, a development came before the commission. That development would consist of approximately 10 lots currently served by a 4-inch water line. To service the area with 6-inch line, the developer would have to install 1,300 feet of new line that would have to be bore under a highway. Rather than requiring the installation of the larger lines, the commission has approved a preliminary plan of the development with the stipulation that houses built in the development include sprinkler systems.

The issue of adequate water supply is not unique to this area and several communities have sprinkler systems incorporated into their subdivision regulations. The Planning Commission has taken the idea of adding language about sprinklers to the subdivision regulations under study.

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

FFSA Honors Buddy Dewar

The Florida Fire Sprinkler Association (FFSA), a chapter of NFSA, recently honored Buddy Dewar by renaming the Annual FFSA Golf Classic "The Buddy Dewar Golf Classic".

Buddy graduated from Florida Atlantic University with a Bachelor of Science in Economics. He completed his Masters of Business Administration degree at Nova Southeastern University. He has a distinguished fire service career, which includes working as a firefighter, fire officer, and Fire Chief, Superintendent of the Florida State Fire College, and Director of

Florida's State Fire Marshal's Office.

Buddy is currently the NFSA Vice President of Regional Operations. He has been influential, not only in Florida, but across the United States working with legislators to enhance the fire protection industry. In the state of Florida, Buddy was instrumental in getting the three stories and above law passed; making high rises and townhomes safe for their occupants. At the legislative level he has worked to ensure the fire sprinkler industry has qualified contractors and inspectors. He is an advocate, educator, and lobbyist who works endlessly to share the message that fire sprinklers save lives and property.

Mark your calendar and plan to attend the 19th Annual Buddy Dewar Golf Classic at ChampionsGate near Orlando, Florida. A special cocktail reception will be held on April 14, 2013 in honor of Buddy followed by a day of golf on April 15, 2013. For more information, please contact Florida Regional Manager Lorrell Bush.

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

Thanks to NFSA Member, Ryan Fire Protection

A special thank you to Ryan Fire Protection in Noblesville, Indiana and Mark Riffey, Vice President of Business Development and Marketing for developing, scheduling and conducting a training program that identifies and discusses the major recent changes that occur as a result of the State of Indiana advancing from the 1999 to the 2010 edition of NFPA 13. A total of five sessions were conducted in the state and Mark has indicated his

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REGIONAL ROUNDUP

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willingness to conduct more if necessary. At the recent Clarksburg, Indiana presentation five communities were present with nearly 20 AHJs in attendance. The class was coordinated by Boyce Adams with the Sellersburg Fire Department. Thanks Boyce, Mark and all at Ryan.

Kentucky IRC Update

In November, the Kentucky Single-Family Dwellings Committee (KSFDC) reviewed the current proposed amendments to the ICC / IRC 2012 including the removal of the fire sprinkler requirement as recommended by the Fire Prevention and Residential Sprinkler System Task Force. The KSFDC appeared ready to adopt all of the recommended amendments but was asked by Commission Counsel to delay formal action until all amendments were prepared in a proper legal form before taking official Committee action. Counsel's recommendation was accepted by the Committee so action will be taken by February, depending upon when the formal documents are completed. On behalf of Kentucky NFSA members, NFSA Great Lakes Regional Manager Ron Brown submitted a memorandum and verbally expressed his opposition to the removal of the sprinkler requirement from the code.

After the KSFDC acts on the code and its amendments, the proposal will go to the Housing Building and Construction Commission for action.

As anticipated there is some concern and debate developing in the state as to what Kentucky's plumbers can and cannot do with regard to the installation of NFPA 13D fire sprinkler systems. The Kentucky Fire Sprinkler Contractors Association is on top of the developing issue. There is also an agreement between the KFSCA and the Kentucky Home Builders Association to schedule a lunch meeting to get to know one another better and to discuss the future of NFPA 13D installations in the state.

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

Wisconsin Update

NFSA Wisconsin lobbyist Annie Early has provided the following update regarding the state building code bill.

In Wisconsin, NFSA Chapter Members are waiting for the Associated Builders and Contractors of Wisconsin to draft language that could potentially be inserted into the Governor's budget bill. However, this will depend on agreement among the parties on the language as well as agreement from the Governor's Administration on whether to include this in the budget bill.

The most recent language compromise proposed on a min/max commercial building code is as follows:

1. Grandfather all existing fire protection, prevention and alarm system ordinances
2. Maintain flexibility for municipalities with existing ordinances that are more stringent than state or national model codes to continue to lower their thresholds for fire protection, prevention and alarm systems.

Governor Walker is currently reviewing proposed budget items. Our goal is to come to an agreement with contractor and builder groups, in conjunction with fire service, to insert into the budget bill as compromise language on min/max. We feel strongly that a compromise is in our best interests in order to preserve existing fire sprinkler ordinances that are more stringent than the state or national model code.

The Governor's budget bill will likely be introduced early February. Passage is almost guaranteed by July 1, 2013.

Bob Kleinheinz is the NFSA Regional

>> CONTINUED ON PAGE 50

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REGIONAL ROUNDUP

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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

Dear NFSA Members in Illinois:

Bob Kleinheinz has been given additional NFSA duties and states to cover in North Dakota and South Dakota, including Minnesota and Wisconsin. As such Illinois will soon be covered by one Regional Manager. We wish Bob well in his new responsibility, and I am sure all will be positive for his new state's coverage.

There is an active search by NFSA officials for a Regional Manager for Illinois only, and until that person is hired, I have been tasked to cover the area temporarily until the selection process is complete. At this time they feel this will be done by late February or March 2013. We will make every effort to insure a smooth continuation of services that you are used to until then. Just email me at sprinktoml@aol.com, text or give me a call at (708) 878-8658 if you need anything or have a question.

Yours in service,
Tom Lia
NIFSAB

Your NFSA Area Director is:

Gregg Huennekens
gregg.huennekens@usafp.us

Your NFSA Director at Large Is:

Rich Ray, P.E.
rmr@cyborfireprotection.com

Your NFSA Illinois Chapter Officials Are:

Dave Kelly, Chairman
dave.kelly@usafp.us

Cary Nicol, Vice Chairman
cnicol@supplynet.com

Ed Kadlec, Secretary
ekadlec@cidoucette.com

Todd Fink, Treasurer
t.fink@shambaugh.com

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

Sprinklers Save Sioux City Apartment Building

A fire in an empty apartment in downtown Sioux City, Iowa was extinguished by the building's fire sprinkler system. Firefighters were called just after 11:00 a.m. after a fire started when the previous tenant's friend was in the apartment cleaning and stacked some things on the stove. He unknowingly bumped the burner lighting the stove and the items stacked on top caught fire.

Officials with the Sioux City Fire Department said that the fire could have spread quickly, but the sprinkler system helped to put out the flames. Sioux City Fire Department Public Information Officer, Jesse Pedersen, says, "It's lucky to have a sprinkler system, otherwise the damage to this place could have been a lot greater. The sprinkler systems - they were able to put out the fire so quickly that we have no, or hardly any fire damage."

No injuries were reported and people were allowed back into the building shortly before noon.

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

A Note from South Central Regional Manager Cindy Giedraitis

On October 26, 2012, my husband and I went to Austin, Texas to visit our freshman UT Longhorn student; (as a second generation Aggie, we are a "house divided"). After taking him to dinner; we went to our hotel at the Austin Sheraton Capitol. Right after we pulled up, one Austin Fire Department engine arrived, followed by ten more engines and two ladder trucks.

I knew this wasn't good. As I looked up at the windows from outside; I could see many people still in their rooms looking down at the arriving firefighters. They seemed in no hurry to leave.

Eventually all hotel residents evacuated their rooms. We were allowed to sit in the first floor bar and watch the Austin Fire Department find the fire.

The fire originated in a 7th floor hotel room and was quickly suppressed by a single sprinkler. The firefighters remained for about two hours to ventilate and investigate. Several hundred occupants were later allowed to re-occupy their rooms and only the seventh floor was vacated for the rest of the night.

Having worked with the College Station Fire Department for the past 13 years, I understood the significance of this sprinkler activation. Coincidentally, I had just been offered my new position with NFSA, (and not yet accepted) - Regional Manager of the South Central Region. What I had just witnessed made my decision easy. I was leaving my very rewarding fire department job for the fire sprinkler industry. This non-emergency was a very small story on the local Austin television station, but it changed my life and the lives of over 200 people. We were all still here to enjoy our holidays with families and friends. Thank you to our South Central sprinkler contractors, suppliers, manufacturers and inspectors, who design, supply,

REGIONAL ROUNDUP

install, inspect, test, and maintain these systems!

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.

SOUTHWEST REGION



BRUCE LECAIR
Regional Manager

ARIZONA, NEVADA, NEW MEXICO,
CALIFORNIA, HAWAII

Sprinkler Save at San Francisco City Hall

The Bay City News Service reported on November 14th, 2012 that a small electrical fire prompted the evacuation of San Francisco City Hall on November 13th. The fire, reported around 9:30 p.m. in an electrical vault in the basement, activated the building's fire sprinkler system. Those inside the building were escorted out, including hundreds of people who were attending a private reception in the rotunda.

According to a spokesperson, the fire sprinkler system and responding firefighters quickly extinguished the blaze, with only minor water damage to the basement. The city's Elections Department, which is located in the basement, was not affected by the fire. The first and second floors of City Hall, which are home to various departments that offer public services, opened for business the following day. The third and fourth floors, which mostly contain city staff offices, had intermittent power and a number of employees were working remotely the morning following the fire. However, power was fully restored to City Hall later in the morning and the cause of the fire was unknown at the time of the report. No injuries were reported.

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

Sprinkler averts tragedy in Gig Harbor, Washington

After staff members at a skilled nursing and rehabilitation care facility in Gig Harbor, Washington used a microwave to heat a blanket for a resident, they noticed it became scorched on the edges. They tossed it in a plastic garbage can. It continued to smolder, eventually catching fire and activating the alarm system and fire sprinkler. When the fire department arrived, the fire had already been extinguished by the fire sprinkler system.

Source: Gig Harbor Fire Department

Sprinkler Save in Kent, Washington

A fire in a large commercial building in Kent, Washington in late October activated the sprinkler system which helped to contain the flames until Kent firefighters arrived. The fire was first reported by the alarm company.

Finding the source of the fire was difficult for firefighters due to the amount of smoke filling the two-story concrete tilt-up structure, as well as the sheer size of the building. Firefighters had to travel approximately 400 feet once inside to reach the fire. Once found, the fire was quickly extinguished.

No one was in the building at the time of the fire. The company that occupies the structure molds plastics into useful products. A Kent Fire Department investigator is currently working to determine what started the fire; it does not appear to be intentionally set.

Source: Kent Fire Department

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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Online Registration Open for NFSA Annual Seminar and North American Fire Sprinkler Expo™

Online registration is open for the **NFSA Annual Seminar and North American Fire Sprinkler Expo™**, April 4 - 6, 2013 at Caesars Palace in Las Vegas. This year's conference and exhibition is being co-sponsored with NFSA by the Canadian Automatic Sprinkler Association (CASA) and the Mexican Fire Sprinkler Association (AMRACI). The event holds promise to be the largest gathering of fire sprinkler industry interests ever assembled.

With 17 workshop topics scheduled over six tracks and three sessions, attendees will have the opportunity to learn from a wide variety of business and fire sprinkler industry experts including, Bill Koffel, an internationally recognized fire protection consultant, Ted Garrison, a highly respected construction industry consultant and Greg Coggiano, an expert in fire sprinkler industry metrics.

The conference opens on the morning of Thursday, April 4th. AMRACI, CASA and NFSA will each be hosting business meetings of their respective memberships. NFSA members will be addressed by Chairperson of the Board Dennis Coleman while Buddy Dewar, NFSA's Vice President of Regional Operations provides a regional perspective and serves as moderator for reports delivered by officers of NFSA's many Chapters. NFSA members in attendance for this meeting can also expect to hear reports from the Association's Engineering & Standards Committee Chairperson and Secretary.

This year's contractors forum will be hosted jointly by all three fire sprinkler associations and be reserved for fire sprinkler contractors' top management, providing an informal atmosphere for discussion about topics of importance to contractor leadership.

As the general session opens, NFSA's SAM Council Chairperson Bruce LaRue will guide everyone on a memorial journey to include presentation of the Golden Sprinkler Award to this year's honoree, Rich Ackley of Dalmatian Fire, Inc.

One of many highlights is the opening

IN MEMORIAM

NFSA Remembers Steve Randall

Steve Randall, former NFSA Regional Manager, lost his year long battle with cancer on November 7, 2012. Steve was first diagnosed with brain cancer in October of 2011. At that time he had an operation to remove the tumor. Recently the cancer had returned and he had a second operation in September. The result of that operation revealed the cancer was very aggressive. Steve began work with the NFSA in December of 2000 as the Florida Regional Manager and moved to Texas in 2006 to serve as the Texas Regional Manager. Steve retired from NFSA in July of 2009. Before coming to the NFSA, Steve worked as the Fire Marshal of the City of Altamonte Springs, FL. He also served as President of the Florida Fire Marshals and Inspectors Association. He was a strong sprinkler advocate and was a fun loving guy. Our prayers are with his family and friends. He will be missed greatly. •



NFSA Remembers Long-Time Fire Sprinkler Leader Jeff Bennett

The fire sprinkler industry was saddened by the death of **Jeff Bennett** on November 3, 2012. Jeff was with the McKinstry Company and served on the NFSA Contractors Council and Board of Directors for 15 years representing our contractors in the Pacific Northwest prior to stepping down in February of 2009.

Jeff was a top-notch fire sprinkler advocate and truly believed in the life-saving benefits and promotion of residential sprinklers.

All of us at NFSA send prayers and thoughts to Jeff's family and friends. All of us in the fire sprinkler industry will miss him much. •



of the first North American Fire Sprinkler Expo™. Booth space for the exhibition is expected to sell out well in advance of the show dates. Full conference registrants will be treated to beer and wine bars and food stations on the opening evening of the expo. Reservations for dinner on this evening are never needed.

Top Tech Competition

Get ready for the most exciting rounds of Top Tech Competition ever. This year eight teams from all over North America will square off in a competition that tests not only a team's knowledge of NFPA standards, but poise under the pressure of a national spotlight. It's a great time as spectators rally around teams from their respective areas, chanting support.

For significant others who may not be interested in attending the workshops scheduled for Friday morning, there is the option to take one of four tours that have

been arranged, participation in which has been included in the "spouses" conference registration fee. Each tour requires a minimum of 20 advance registrations, so anyone interested shouldn't wait until the last minute to select a tour.

An exhilarating scramble golf tournament has been scheduled at Paiute Golf Club Resort. The separate registration fee includes transportation to and from the club, breakfast & beverage carts.

Caesars Palace is ideally situated right in the heart of the famed Las Vegas "Strip" and is the perfect location for this year's NFSA Annual Seminar and North American Fire Sprinkler Expo™. The early-bird registration deadline to take advantage of all this and more is Friday, March 1st. Get registered online today, because NFSA, CASA and AMRACI are "Dealing the Competitive Advantage for Succe\$\$."

Go to <http://bit.ly/nfsasem> Early Bird deadline is March 1st.

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NFSA Announces Election Results

NFSA has announced results of year-end elections for its SAM and Contractors Councils.

From a field of seven candidates, four have been elected to serve three-year terms on NFSA's SAM (Supplier and Manufacturers) Council. Three current members of the Council were re-elected including **Bruce LaRue** of Potter Electric Signal Company, **Chuck Kitts** of System Sensor and **Bob Bussiere** of Wheatland Tube. Newly elected to the SAM Council is **Bob Knose** of Ferguson Fire and Fabrication.

On the Contractors Council, three incumbent Area Directors ran unopposed for re-election: **Dennis Coleman** of Engineered Fire Protection in the Central Area representing the states of Iowa, Kansas and Missouri, **Ken Brinkley** of Music City Fire Sprinkler in the Southeast Area representing the states of Alabama, Georgia, Mississippi, Tennessee and North and South Carolina and **Jack Thacker** of Allan Automatic Sprinkler Corporation in the West Area representing the states of California and Hawaii. Each will serve three-year terms beginning with the Association's February Board of Directors meeting.

NFSA congratulates all the successful candidates and thanks all of its contractor and SAM members for their continued support.

Carla Gunther Joins the NFSA Staff

On January 7th, NFSA welcomed **Carla Gunther** to the staff. Carla serves as Manager of Labor Relations and Associate Counsel, and will be working out of NFSA headquarters in Patterson, New York. She is a recent graduate of Hofstra University School of Law (cum laude), specializing in labor and employment law. Carla has passed the bar exams in both New York and New Jersey. She received her undergraduate degree in sociology (magna cum laude) from Binghamton University.

Carla will be backing up Fred Barall and Jim Lynch in carrying out the labor relations function for the NFSA and may be reached at gunther@nfsa.org or 845.878.4200 ext. 140.

Joanne Genadio Named NFSA Marketing Manager

Joanne Genadio, who held the position of NFSA Advertising and Publications Coordinator since 2006, has been named as NFSA's new Marketing Manager. In her new position, Joanne is responsible for implementing strategies and creating campaigns to market the association and its products.



Joanne will provide a focal point to carry out many of the marketing needs identified during NFSA's December staff meeting.

In her former position and in addition to her regular duties, Joanne created and expanded NFSA's very successful social networks and worked on numerous initiatives to increase awareness of the NFSA brand. She worked closely with the Training and Education Department to develop a new, fresh look for several departmental marketing materials, including the development of an ITM brochure and a revamping of the Training and Education catalog. Joanne has a B.S. in Public Relations and Journalism from Syracuse University and more than 15 years experience in Marketing.

Joanne may be reached at genadio@nfsa.org or 845.878.4200 ext. 118. ☎

"The Buddy Dewar Golf Classic"



In November, the Board of Directors of the Florida Fire Sprinkler Association, a chapter of NFSA, honored NFSA Vice President of Regional Operations Buddy Dewar by renaming their annual golf tournament "The Buddy Dewar Golf Classic". Congratulations Buddy and thank you for all you do.

New Territory Sales Manager Added to Viking SupplyNet's South Region

Viking SupplyNet announces the addition of **Eric Collins** to the position of Territory Sales Manager for the Northern Alabama, Mississippi, Northern

Louisiana and Arkansas areas. Eric is responsible for developing and enhancing the company's relationship with fire sprinkler contractors in the territory.

Collins, who joined the company effective October 31, brings with him over six years of experience in the fire protection industry. Prior to joining Viking

SupplyNet, he worked in various capacities including sprinkler contract sales, estimating and project management.

The contact information for Eric Collins, as well as contact information for the entire Viking SupplyNet sales team, can be found online at www.viking-groupinc.com/en/worldwide.

SPRINKLING OF NEWS

■ New England Fire Protection Systems Designers Product Show

The New England Association of Fire Protection Systems Designers announces their 11th New England Fire Systems Product Show. The show will feature over 50 product booths exhibiting the latest in cutting edge technology and providing information to over 2,000 invited guests. The show will be held on Thursday, March 14, 2013 at Lantana's in Randolph, Massachusetts. The show will feature concurrent fire protection seminars free of charge. For information on booth space or guest list contact the New England Association of Fire Protection Systems Designers (NEAFPSD), P.O. 149, Wrentham, MA 02093-0149 or visit www.neafpsd.com.

■ Justina Page wins America's Favorite Author Competition

Justina Page, author of *The Circle of Fire*, won the first America's Favorite Author Competition awarded at the 2012 Authors Networking Summit.

Page's life changing story of overcoming impossible odds by surviving a fire that reshaped her life forever, won the judges hearts and the popular vote. In the early morning hours of March 7, 1999, a fire swept through her Houston home, killing her 22-month old twin son, Amos, severely injuring the other twin Benjamin, and leaving her with third degree burns over 55 percent of her body.

From the ashes of this tragedy has risen a new hope. Justina has since dedicated herself to helping families affected by burn trauma. She is the founder and Executive Director of The Amos House of Faith, a nonprofit organization, established to provide post burn support to children and families affected by burn trauma, she has since gone on to make a documentary with J.R. Martinez, titled *Trial By Fire: Lives Re-Forged*. She is also a featured blogger for Anne Jennings PR.

For more information, contact jpage@thecircleoffirebook.com or visit www.thecircleoffirebook.com.

■ Victaulic Introduces Vortex 500 Fire Suppression System and New FireLock EZ Style 009N Rigid Coupling

Victaulic's Vortex[®] 500 Fire Suppression System, designed specifically for information technology spaces such as data rooms and server spaces, utilizes both water and nitrogen in a combined suspension to both cool the hazard area and remove the oxygen that sustains the fire using high velocity and low pressure. The swirling distribution fills the hazard space at 40 MPH and quickly extinguishes the fire with little to no water presence.

The system provides supreme protection and fire suppression with limited residual moisture, no toxic chemicals and full design flexibility. It can be utilized in a sealed or open space with no requirement of room integrity and can be rapidly reset after discharge to minimize facility downtime.

It seamlessly integrates with alarm and detection systems as well as facility security technology, and unlike other

technologies that use toxic agents, can activate immediately upon detection of a fire without having to wait for evacuation.

It is 100 percent green and its' homogenous suspension discharge is identified by the Environmental Protection Agency's SNAP approval as a suitable replacement for Halon 1301.

■ The Victaulic Vortex 500 system is currently only available in North America

Victaulic's FireLock EZ[®] Style 009N Rigid Coupling design is easier to install than the Style 009H Rigid Coupling, reducing installation efforts by 50 percent and improving impact wrench battery efficiency by 100 percent.

The Style 009N is part of Victaulic's installation-ready product line and platform and has all the same time-saving benefits of the Style 009H, plus more. The Style 009N Rigid Coupling's improved design includes:

- Optimized housing design to reduce installation effort
- Nylon-patched fastener design so there is no need to disassemble housings for installation
- Full vacuum service for both wet and dry applications
- Metal-to-metal bolt pad connection providing visual confirmation of proper installation
- Center lip gasket assures proper pipe positioning at center of joint

As Style 009H inventory reduces, the Style 009N Rigid Coupling will become the standard Victaulic fire protection solution in pipe sizes 1 1/4 - 4 inches/32-100mm up to 365 psi/25 bar.

The FireLock EZ Style 009N Rigid Cou-

>> CONTINUED ON PAGE 55

pling is currently only available in North America.

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

■ Potter Electric's Automatic Self Purge Valve Increases Corrosion Protection

Potter Electric Signal Company announces the release of the Automatic Self-Purge Valve (NGP-SPV Auto). The NGP-SPV Auto expands upon the NGP-SPV model providing additional functionality and cost-effectiveness. The NGP-SPV Auto effectively purges corrosive oxygen and residual moisture from a fire sprinkler system while maintaining adequate system pressure.

Conversion from nitrogen to oxygen remains a two-step process. The process begins with the Potter Nitrogen Generator inserting 95-99% pure nitrogen into the fire sprinkler system at the riser connection point. As the nitrogen flows through the fire sprinkler system, the existing oxygen and residual moisture exits through the NGP-SPV Auto, typically installed off a tee connection at the end of the fire sprinkler system.

The NGP-SPV Auto differs from the NGP-SPV with the inclusion of a fully customizable timer delegating the purging cycle time length utilizing two different modes. The standard mode allows you to set the NGP-SPV Auto for a pre-determined purging cycle time (factory set at fourteen days) with the option of adjusting the length of time. The cyclic purging mode allows the solenoid valve to rotate between the open and close position instead of constantly purging. This can improve energy efficiency as well as extending the life of the Nitrogen Generator.

For more information go to www.pottersignal.com.

■ Tyco Model ESFR-25 Sprinkler

Tyco Fire Protection Products announces enhancements to the existing UL Listing of the TYCO Model ESFR-25 pendent sprinkler in storage occupancies. With the specific application listing, the Model ESFR-25 sprinkler provides ad-

vanced, cost-effective solutions for storage applications with up to 48 foot (14.6 meter) ceiling heights. The Model ESFR-25 sprinkler provides lower installed cost and superior fire protection because of:

- Higher ceiling-only protection, which eliminates the need for in-rack sprinklers for protection of class I through cartoned unexpanded group A plastics in various storage arrangements
- Lower minimum operating pressure than other ceiling only alternatives

Design criteria for the new listing and detailed technical information on the Model ESFR-25 sprinkler can be found in technical datasheet TFP312, which is

available on www.tyco-fire.com. For more information, contact your local Tyco representative.

■ Viking SupplyNet Announces New Service Center in New York City

Viking SupplyNet is pleased to announce the opening of a new distribution facility in New York City. The new location is Viking SupplyNet's thirty-fourth location in North America and fifty-ninth worldwide.

Located in Long Island City, this new facility will provide its customers with outstanding customer service, operational

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THE HASS® FAMILY OF FIRE PROTECTION ENGINEERING SOFTWARE



The HASS Family of Fire Protection engineering software is for engineers, contractors, reviewing authorities and educational institutions who design, analyze, test, estimate or review fire control systems for commercial, industrial and residential properties in accordance with NFPA standards. The HASS family can save you time and money as it has for thousands of others in over 45 countries since 1976.

HASS The leader in computer software for the design and analysis of sprinkler systems. *Now includes HASS HOUSE and JOB COST ESTIMATOR in addition to Darcy Weisbach, Hammer, System Volume, Gradient and many other helpful utilities. Available in English (English and Metric units) and Spanish (Metric units) versions.*

COOSA Computer software for calculating two phase flow for high pressure and low pressure CO₂ systems in English or metric units. *Now includes JOB COST ESTIMATOR for quick CO₂ system installation cost calculations.*

HASS HOUSE Fast accurate way to calculate residential sprinkler systems in accordance with NFPA 13, 13D and 13R.

JOB COST ESTIMATOR Quickly develops sprinkler system cost estimates from direct data entry or quickly generated grid or tree systems.

HRS Systems, Inc.
208 Southside Square, Petersburg, TN 37144
931-659-9760 E-mail: hass@hrssystem.com
(fax) 931-659-9763 www.hrssystem.com

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excellence, and the broadest selection of quality fire protection products and services. Viking SupplyNet's new service center is strategically located within a few miles of major bridges and tunnels to Manhattan. The facility also has available parking for convenient pickup of material.

The following is contact information for Viking SupplyNet's New York City location:

Viking SupplyNet
40-15 Northern Blvd.
Long Island City, NY 11101
Phone: (973) 541-2320
Fax: (269) 818-1609
Email: east@supplynet.com

■ Uponor Achieves Certification to NSF International's Fire Sprinkler Pipe and Fittings Program for U.S. and Canadian Markets

Uponor is the first PEX pipe manufacturer to earn certification under NSF International's Fire Sprinkler Pipe and Fittings Program. Uponor's PEX piping and fittings were tested to ensure compliance with all fire protection requirements for multi-purpose piping as defined in the International Residential Code (IRC) and the National Building Code of Canada. Uponor's pipe and fittings also comply with NSF/ANSI Standard 61: Drinking Water System Components-Health Effects, NSF/ANSI Standard 14: Plastic Piping System Components and other standards for potable water applications and residential use.

NSF certified pipe and systems fittings must meet rigorous requirements for use in multi-purpose systems that serve both drinking water and residential fire sprinkler applications, and also comply with UL 1821, Standard for Safety Thermoplastic Sprinkler Pipe and Fittings for Fire Protection Service and ULC/ORD-C199P, Combustible Piping for Sprinkler Systems. Both U.S. and Canadian building codes require water distribution products used in fire protection systems to conform to these standards.

Uponor's NSF-certified fire sprinkler pipe may now bear the NSF-fs (fire safety) mark, as well as UL 1821 and ULC/ORD-C199P standard designations, and it

appears on NSF International's online listings. NSF International will conduct ongoing testing and unannounced inspections to verify that the pipes continue to comply with all requirements.

The NSF Fire Sprinkler Pipe and Fittings Certification Program builds on NSF's expertise in piping and components certification. In 1965, NSF established a standard (NSF/ANSI 14) to create criteria for physical and performance requirements, health effects, quality assurance and records maintenance for plastic piping system components and related materials. Today it is the most widely accepted and specified standard for plastic piping systems.

For more information on NSF International's fire safety services, contact our business development team at americas@nsf.org.

■ BlazeMaster® Fire Sprinkler Systems with UL Approval for Exposed Composite Wood Joist Construction

The Lubrizol Corporation's BlazeMaster® CPVC pipe and fitting technologies are the first non-metallic systems to achieve Underwriters Laboratories' (UL) approval for exposed use in residential basements constructed with composite wood joists.

BlazeMaster CPVC pipe and fittings significantly reduce the overall installed cost of NFPA 13D sprinkler systems in homes. Now, that benefit can be extended to include unfinished areas of basements utilizing composite wood joists. The re-

sult is a highly dependable system that can reduce costs up to 30 percent when installing a fire sprinkler system in a new or existing home. BlazeMaster systems are approved in this application in addition to their approval for unprotected installations in basements constructed with solid wood joists. BlazeMaster Fire Sprinkler Systems are corrosion free and easier and faster to install.

For more information visit blazemaster.com or call (855) 735-1431.

■ About The Lubrizol Corporation's CPVC Building & Construction Solutions

The Lubrizol Corporation is the innovator and world leader in chlorinated polyvinyl chloride (CPVC) resins and compounds. Its high performance and low-combustibility CPVC technology can be found in FlowGuard® Pipe & Fittings, BlazeMaster Fire Sprinkler Systems and Corzan® Industrial Systems designed for a wide variety of applications including plumbing, fire protection and industrial piping. The company's CPVC materials also reach industries such as mass transit, aerospace, fenestration, HVAC, pool and spa, electrical, irrigation and mining. Backed by robust research and development capabilities and the technical expertise of Lubrizol's field sales team, billions of feet of its CPVC piping systems have been installed globally. *For more information, visit lubrizolcpvc.com.*

FUTURE NFSA ANNUAL SEMINAR SCHEDULE

NFSA Annual Seminar and North American Fire Sprinkler Expo™
Caesar's Palace
Las Vegas, Nevada
April 4 - 6, 2013

NFSA Annual Seminar
Atlantis, Bahamas
May 8 - 10, 2014

NFSA Annual Seminar & Exhibition
Hilton Bonnet Creek Resort
Orlando, Florida
April 30 - May 2, 2015



**Reduce
Labor.**

**Reduce
Cost.**

**Reduce
Risk.**



2. ROUTE 1/4" TUBING TO DRIP FUNNEL, IT
3. SLOPE 3/4" ANGLE V ITEM 9, DOWN TOWA BACK OF VALVE TO FACILITATE SUFFICIE LOW BODY DRAINAG
INGS AND N VANIZED,
COMMON HAF
45-48 INCLUE
IN PRE-TRIMM
E ASSEMBLIES;
OTHERWISE SEPARA
ORDERED.

4 INCH (DN100)
MODEL DPV-1
DRY PIPE VALVE

NO.	DESCRIPTION	QTY.
1	250 psi/ 1750 kPa Air Pressure Gauge	1
2	300 psi/ 2000 kPa Water Pressure Gauge	1
3	1/4" Gauge Test Valve	2
4	1/4" Pressure Relief Valve	1
5	1/2" Angle Valve	1

NO.	DES	P/N
20	1	CH
21	1	CH
22	1	CH

NO.	DESCRIPTION	QTY.	P/N
35	1/2" x 1/2" Nipple	1	CH

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.

www.tyco-fire.com
800-558-5236

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TFP2012004



Our smoke detectors **protect the employees.**

Our waterflow detectors
protect their office.



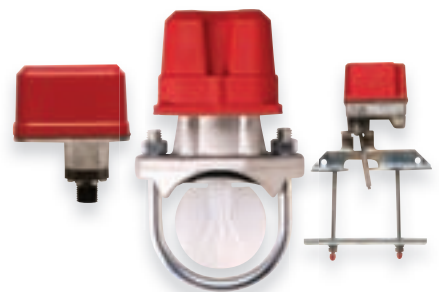
Fire or accidental sprinkler activation, the building needs to be protected.

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.



**SYSTEM
SENSOR®**

advanced ideas. advanced solutions.™