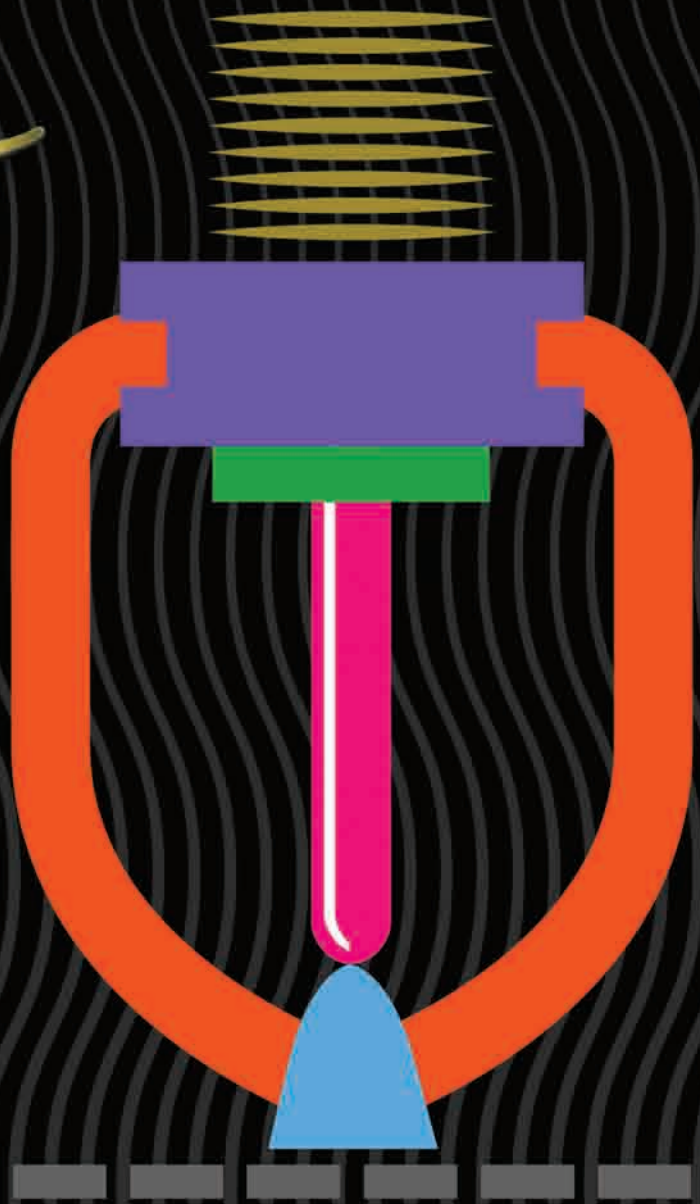


# SQ

MAY/JUNE 2012 / No. 172

Journal of the  
National Fire Sprinkler  
Association

## 2012 BUYER'S GUIDE ISSUE



2011 MarCom Gold Award Winner



### **INSIDE THIS ISSUE:**

- Tailoring Training to Specific Needs
  - One System, Multiple Buildings
  - Plastic Pallets
- Fire Sprinkler Guide to 2012 IPC



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K-14.0 ESFR	K-16.8 ESFR	K-25.2 ESFR	K-16.8 CMDA	Ultra K-17	<b>N252 EC</b>
100 sq. ft.	100 sq. ft.	100 sq. ft.	100 sq. ft.	100 sq. ft.	<b>196 sq. ft.</b>
50 psi	35 psi	15 psi-UL 20 psi-FM	22.7 psi (.80)	22 psi	<b>30 psi</b>
12 sprinklers	12 sprinklers	12 sprinklers	2000 sq. ft.	15 sprinklers (1500 sq. ft)	<b>6 Sprinklers</b> (3 sprinklers on 2 lines)
1200+ gpm	1200+ gpm	1200+ gpm-UL 1352+ gpm-FM	1600+ gpm	1200+ gpm	<b>Sys. demand 828+ gpm</b>
250 gpm HS	250 gpm HS	250 gpm HS	500 gpm HS	500 gpm HS	<b>250 gpm HS</b>

**Building Height: 35' Storage Height: 30' Coverage: up to 144 sq ft (12' x 12')**

K-14.0 ESFR	K-16.8 ESFR	K-25.2 ESFR	<b>N252 EC</b>
100 sq. ft.	100 sq. ft.	100 sq. ft.	<b>144 sq. ft.</b>
75 psi	52 psi	20 psi-UL 30 psi-FM	<b>40 psi</b>
12 sprinklers	12 sprinklers	12 sprinklers	<b>8 sprinklers</b>
1455+ gpm	1452+ gpm	1352+ gpm-UL 1656+ gpm-FM	<b>Sys. demand 1275+ gpm</b>
250 gpm HS	250 gpm HS	250 gpm HS	<b>250 gpm HS</b>

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- Refer to Reliable Bulletin 908 for more information.
- Refer to FM Global's Data Sheets 2-0 & 8-9 for installation and design of CMSA and extended coverage storage sprinklers.

ON THE COVER:

The centerfold of this year's Buyer's Guide issue features listings from NFSA SAM and Professional members.



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# A Fresh Start

Russell P. Fleming, P.E.



It is a great honor to be only the fourth NFSA staff member ever elected as President of the Association, and I thank the Board of Directors and the membership for this vote of confidence. The staff position of President was created in 1971 at the suggestion of industry legend Bill Meyer, who at that time held the combined position of Chairman of the Board and President. Many other associations were simultaneously making the change to strengthen their operations by designating their Executive Directors as Presidents, including the NFPA.

I was hired onto the Association staff as a young engineer out of college in 1975, and have had the good fortune of serving under all three of the prior staff Presidents - Ray Casey, Ed Reilly and John Viniello. I have learned much from their various successes and challenges. For the past 28 years John Viniello has been at the helm, and I have always appreciated the energy, enthusiasm, and optimism he brought to the position.

For the past few years, this industry has been through some difficult times, as the "great recession" drastically reduced the major traditional market for fire sprinkler systems - nonresidential construction. Things seem to have bottomed out, but it may well be a slow difficult climb back to prosperity. The NFSA is positioned to facilitate that process, with a talented and motivated staff ready to tackle member priorities and a Board of Directors that has shown it is willing to take the steps necessary to move the Association forward.

The major victory of the past few years on the residential sprinkler front - requirements for sprinklers in all new dwellings

in both the NFPA 101 Life Safety Code® and the International Residential Code® - has not been fully realized in terms of state and local adoptions. Nevertheless, it sets an important benchmark in terms of recognition of a technology that is readily available to save lives. Homebuilders who ignore this technology, even where it isn't mandated, do so at their own risk. The NFSA will continue to work with allied organizations to advance the use of residential sprinklers.

NFSA will also continue to strongly advocate the adoption and enforcement of NFPA 25 for inspection, testing and maintenance of existing systems. The success of this Association over the past century can be measured by the hundreds of thousands of existing sprinklered buildings. The systems protecting those buildings must be maintained in proper working order because failures will ultimately damage the reputation of our industry.

Our other priorities will continue to be established by our Board and our Chapters. Our Regional Operations staff has initiated state-by-state strategic planning to determine the programs and directions that best fit the needs of our members at this level, traditionally the level at which our industry is regulated, and the level at which code adoptions drive the market. It is at this level that NFSA can well fulfill its role as *"the voice of the fire sprinkler industry."* To that end, along with our new Board Chairman Dennis Coleman, I invite all fire sprinkler contractors, manufacturers, suppliers, and advocates to join us in our fresh start, to work together in this organization, which is such a source of pride for all of us. 📞

A handwritten signature in black ink, appearing to read "Russell P. Fleming". The signature is fluid and cursive.

Russell P. Fleming, President

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EVENTS OF INTEREST TO NFSA MEMBERS

# calendar

May 1	Foam Water Systems(NFPA 16)/Air Foam Systems (NFPA 11)	Colorado Springs, Colorado
May 2	Sprinkler Protection of Storage (Special Topics)	Los Cabos, Mexico
May 2	Plan Review Procedures & Policies	Colorado Springs, Colorado
May 3	Sprinkler Protection of Special Storage	Colorado Springs, Colorado
May 14	Designing with Fire Sprinklers	Champaign, Illinois
May 15	Inspection, Testing & Maintenance for the AHJ	Oklahoma City, Oklahoma
May 16	Designing with Fire Sprinklers	McFarland, Wisconsin
May 17	NFPA 13, 13R & 13D Update 2010	Mashantucket, Connecticut
May 18	Designing with Fire Sprinklers	Apple Valley, Minnesota
June 12,	Inspection, Testing & Maintenance for the AHJ	Portland, Maine
June 14	Hydraulics for Fire Sprinkler Systems	Mashantucket, Connecticut
July 24	Plan Review Procedures & Policies	Mashantucket, Connecticut
August 8	Inspection, Testing & Maintenance for the AHJ	Indianapolis, Indiana
August 15	Inspection, Testing & Maintenance of Water-Based Fire Protection Systems	Mashantucket, Connecticut
September 11	Residential Homes to High-Rise	Dayton, Ohio
September 12	Pumps for Fire Protection	Dayton, Ohio
September 13	Hydraulics for Fire Sprinkler Systems	Dayton, Ohio
September 19	Pumps for Fire Protection	Mashantucket, Connecticut

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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# So Where Do We Go From Here?

Dennis C. Coleman



**A**s the newly elected Chairman of the Board, this is the question I have been asking myself recently. Our leader for most of the last 3 decades is gone. We have a new president, a new chairman, and a new opportunity to move forward in a meaningful way. This does not mean we have not done well in the past. The NFSA has done great things for the fire protection industry for over 100 years. We have made great strides in promoting the fire sprinkler concept, and we can be proud of our history and accomplishments.

*First, I would like to look at some of our strengths:*

- We have a highly respected leader in Russ Fleming. He is well known and has done so much in the field of fire protection engineering. He was John Viniello's right hand man for most of John's tenure.
- The NFSA engineering department is a great asset to the organization, and a tremendous help to the contractors, manufacturers, and suppliers. The engineering staff is well known for their experience and expertise. They serve on many NFPA committees and their influence is well established.
- We have a country-wide network of Regional Managers who help with contractor issues and local legislative needs. They work in all 50 states and are a powerful resource in any activities that the NFSA wants to support.
- We have a diverse and energized Board of Directors representing contractors (both merit shop and union), all of the sprinkler manufacturers, and the suppliers of fire sprinkler products.
- We are experts at teaching and training. We have produced excellent on-line seminars, on-site classroom seminars, and the newly developed NFSA.tv.

There are many more strengths that could be listed, but these offer some of our more recognized abilities.

## **Again, I ask myself; So where do we go from here?**

I would like to offer a few challenging questions for us to consider as an industry:

- How do we continue to move the residential sprinkler concept forward?
- How do we build a better relationship with the AFSA who has many of the same goals and objectives as we do?
- How do we assess exactly where we are currently, and where we need to focus our efforts in the future?
- How do we combine all of the power and influence of all of the stakeholders in the fire protection industry to advance the fire sprinkler concept?
- We have struggled in some ways to provide reasonably priced and foolproof fire sprinkler systems. How do we improve the value, quality, and reliability of our fire sprinkler systems?
- How do we create a greater understanding of the value of fire sprinklers in protecting lives and property?

*But again, the question still looms; Where do we go from here?*

I do not have a simple answer to this most important question. We have a great history. We have many strengths and experience to help us. We also have many challenges, weaknesses, and opportunities in front of us. I do not know exactly where we need to go from here or exactly how we will accomplish such an

>> CONTINUED ON PAGE 9

Area	States	Regional Manager	Area Director
Northeast	Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, Vermont	<b>Associate Director of Regional Operations - North</b> <b>Dominick G. Kasmauskas, NFSA</b> 1436 Altamont Ave. Suite 147 Rotterdam, NY 12303 (914) 414-3337 FAX (518) 836-0210	<b>Donald A. DeLuca</b> SRI Fire Sprinkler Corporation 1060 Central Avenue Albany, New York 12205 (518) 459-2776 FAX (518) 459-0068
Mid Atlantic	Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington, D.C.	<b>Raymond W. Lonabaugh, NFSA</b> P.O. Box 126 Ridley Park, Pennsylvania 19078 (610) 521-4768 FAX (610) 521-2030	<b>Kent Mezaros</b> Quick Response Fire Protection 77 Pension Road, Suite 5 Manalapan, New Jersey 07726 (732) 786-9440 FAX (732) 786-9443
Southeast	Alabama, Georgia, Mississippi, North Carolina, South Carolina,	<b>Associate Director of Regional Operations-South</b> <b>Wayne Waggoner, NFSA</b> PO Box 9 Andersonville, Tennessee 37705 (865) 755-2956 FAX (865) 381-0597	<b>Ken Brinkley</b> Music City Fire Sprinkler 238 Molly Walton Drive Hendersonville, TN 37075 (615) 826-7450 FAX (615) 826-9680
Tennessee	Tennessee		
Florida	Florida, Puerto Rico	<b>Lorrell Bush, NFSA</b> 2025 Droylsden Lane, Eustis, FL 32726 (352) 589-8402 FAX (561) 327-6366 Cell: (954) 275-8487	<b>Alan Wiginton</b> Wiginton Fire Systems 699 Aero Lane Sanford, FL 32771 Phone: 407.585.3205 FAX: 407.585.3282
Great Lakes	Indiana, Michigan, Ohio, West Virginia, Kentucky	<b>Ron Brown, NFSA</b> 1615 Cypress Spring Drive Fort Wayne, Indiana 46814 (845) 661-6534 FAX (260) 625-4478	<b>Richard A. Ackley</b> Dalmatian Fire, Inc. P.O. Box 78068 Indianapolis, Indiana 46278 (317) 299-3889 FAX (317) 299-4078
North Central	Illinois, Minnesota, Wisconsin	<b>Bob Kleinheinz, NFSA</b> 509 Dawes Street Libertyville, Illinois 60048 (914) 671-1975 FAX (847) 680-5992	<b>Gregg Huennekens</b> United States Alliance Fire Protection 28427 North Ballard – Unit H Lake Forest, Illinois 60045 (847) 247-4755 FAX (847) 816-0098
South Central	Arkansas, Iowa, Kansas, Louisiana, Missouri, Oklahoma, Texas	<b>Chris Gaut, NFSA</b> NFSA Central Region Office 237 East Fifth St. # 135 Eureka, MO 63025 (845) 803-6426 FAX (636) 410-7700	<b>John Kauffman III</b> Kauffman Company 13225 FM529 –Ste A Houston, Texas 77041 (713) 937-4144 FAX (713) 937-4149  <b>Dennis C. Coleman - Chairman</b> Engineered Fire Protection, Inc. 1615 South Kings Highway St. Louis, Missouri 63110 (314) 771-0033 FAX (314) 664-1619
Great Plains	Colorado, Nebraska, North Dakota, South Dakota, , Utah, Wyoming	<b>Terry Phillips, NFSA</b> 1829 Meadow Drive Cheyenne, Wyoming 82001 (914) 525-4396 FAX (307) 514-0406	<b>Gene Postma</b> Western States Fire Protection Company 7020 South Tucson Way, Unit A Centennial, Colorado 80112 (303) 792-0022 FAX (303) 790-3875
Southwest	Arizona, California, Hawaii, Nevada, New Mexico	<b>Bruce Lecair, NFSA</b> 25417 West Hyacinth Street Corona, CA 92883 (951) 277-3517 FAX (951) 277-3199	<b>Aaron Bennett</b> RCI Systems, Inc. 1220 West Geneva Drive Tempe, Arizona 85282 (480) 894-8711 FAX (480) 894-8740  <b>Jack Thacker</b> Allan Automatic Sprinkler Corporation 3233 Enterprise St. Brea, California 92821 (714) 993-9500 FAX (714) 993-5708
Northwest	Alaska, Idaho, Montana, Oregon, Washington	<b>Suzanne Mayr, NFSA</b> 3411 North 19th Street Tacoma, WA 98466 (253) 208-8467	<b>James Boulanger</b> Patriot Fire Protection, Inc. 2707 70th Avenue East Tacoma, Washington 98424 (253) 926-2290 FAX (253) 922-6150
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>> CONTINUED FROM PAGE 7

important work. But, I would suggest the following steps that we need to consider before we can move forward in the most effective way possible:

- **GAIN A VISION** - We need to spend some real effort and energy to find out where we are and precisely where we want to go. We need to make new goals and fresh objectives.
- **PLAN** - We need to formulate a plan on how to accomplish the established goals and objectives. We need to be specific and realistic. We need to challenge ourselves.
- **UNIFY** - We must find a way to unite all of the strength, ability, and expertise of our new leadership, our great staff, the talented and dedicated Board of Directors, the contractors, manufacturers, suppliers, and all other stakeholders. With real unity we can accomplish all things. Without unity, we will struggle to be effective.
- **ENERGIZE** - With a great vision of where we need to go, with a solid plan on how to get there, with the strength that comes with unity, we will accomplish great things. If we focus our en-

ergies, follow our plan, and support each other in all that we do, we will have success. We will be a more powerful force, and we will achieve great things for the great concept of fire safety through fire sprinkler systems.

It is my sincere hope that we can gain a vision of where we need to go, that we can come up with a dynamic plan for our future, that we can gain the strength that comes from unity, and that we can energize ourselves and our entire industry. It will take effort and perseverance, but it can happen, and will happen through the efforts of each one of us. Come join with us as we move forward and accomplish those things that are of most value to us as an industry. Join your efforts with ours and let's accomplish great things working together. ①



Dennis C. Coleman, Chairman of the Board

## Know Your Contract

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

Under ordinary circumstances, the Statute of Limitations to institute a lawsuit for breach of contract is six years. The Statute of Limitations can be reduced from six years to a shorter period of time as long as it is not the product of overreaching or an unreasonably short period. The courts, in the past have held a six month Statute of Limitations as being valid when the parties agreed to it in a signed written agreement.

Many contracts for public projects contain shorter Statute of Limitations to six months.

Recently, a subcontractor was awarded a project to perform work at Suffolk County Community College. The signed written contract contained a clause reducing the Statute of Limitations to six months. The contract also contained a pay when paid clause, whereby payment by the owner was a condition precedent for the contractor's obligation to make payment to the subcontractors. The contract also provided that the subcontractor was required to pursue a lien to collect the funds from the owner. Finally, the contract

contained a provision that any action by the subcontractor for breach of the subcontract or to enforce any trust imposed by law on the general contractor had to be commenced within six months after the work of the subcontractor had been substantially completed.

### Move to dismiss

The general contractor, after being sued by the subcontractor, argued that there was a six month Statute of Limitations in the contract and moved to dismiss the complaint as untimely. The subcontractor argued that the pay when paid clause conflicted with the six-month limitation clause because the subcontractor's right to bring an action might not ripen until after the six-month period had expired.

As all of you may know, a pay when paid clause is unenforceable in New York. Thus, the terms associated with the pay when paid clause in the subcontract agreement was unenforceable. However, the Appellate Court held that the pay when paid clause and the contractual limitations clause were not severable. As a result, the Appellate court concluded that the six-month limitation clause did not bar the action and the subcontractor had the right to pursue its claim.

## CONTRACTOR'S CUE

The rationale of the Appellate Court was that even though the pay when paid clause was unenforceable, the fact that the terms were not severable resulted in an ambiguity.

The logic of the Appellate court is confusing and unclear. However, the key aspect to this article is knowing your contract and the terms and conditions of the agreement. In this particular case, the subcontractor was lucky and utilized an ambiguity to save his claim against the general contractor. Many times, these arguments are unsuccessful.

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By Don Pamplin

I saw a sign that said

## “Make Death Wait”

**B**efore you decide not to read this article because you think you know what's coming, read on and be surprised!

The sign was part of an information campaign from the Canadian Heart and Stroke Foundation and the words “Make Death Wait” were part of a very convincing television-info presentation that showed several pictures of women doing different activities that are accompanied with a haunting male voice-over that says: *“I love women... I love older women... professional women... stay-at-home moms... I love how women put the family first.... I love how you're so concerned that I'll get to your husband...You have no idea that I'm coming after you!”*

The stalker-type menacing voice is portraying the personified voice of death. The information campaign has sparked a lot of discussion and awareness since it was launched last November even though there were some minor complaints about the “scary stalker image.” But the information campaign has been very successful in clearly identifying the fact that heart disease and stroke are the number one killers of women in Canada and that cancer is the number one killer of men. While the numbers are much larger in the United States, the statistical ratios are the same. You can view this excellent infomercial at <http://www.heartstroke.ca/MakeDeathWait>.

I watched it several times and I was so impressed with the captivating and convincing way it made its' point. I thought

we should be doing the same for residential fire sprinklers with words that not only say “make death wait” but with a positive follow-up message of “stop fire deaths from actually happening at all!”

Since the late 1970's, the North American Fire Service has been saying that very thing in a variety of ways, but unfortunately a significant amount of people simply are still not getting the message. Those people are homeowners, government policy administrators and politicians. Homeowners not getting the message is partially understandable because they are constantly getting many mixed messages that confuse them about fire safety, especially when it comes to fire sprinkler information and what the actual truth is. Those deceptive messages mostly come from those who adamantly oppose fire sprinkler protection in North American residences, especially when the fire service wants to mandate that protection with state or local ordinances that compel building owners (including the individual homeowner) to install these much needed life- and property-saving systems.

And those deceptive messages also come from government policy administrators who have been heavily influenced by those same opposition people who sit together on policy boards and building and fire safety committees, using their strategic voting positions to not only influence those policy administrators but also their bosses who are the elected politicians in those jurisdictions. To make

matters worse, the politicians legitimize those untruths with their yes votes and like Pontius Pilate, take no final responsibility for their decisions because they are “simply acting on the professional recommendations of their respective policy administrators.” Nice try but from a litigation perspective, it doesn't work quite that way.

There are thousands of documented examples of how this deceptive mess has been happening all over North America, especially during the last 20 years. A classic example of this has been on-going in the City of Chicago even prior to 2004 when Chicago politicians wrongly passed an ordinance that required all residential high-rise buildings built prior to 1975 that do not have fire sprinkler protection to complete a “City of Chicago Life Safety Evaluation (LSE).” This badly flawed ordinance was passed to replace an ordinance that was previously introduced by Alderman Edward Burke (Chairman of the Chicago Finance Committee) in 2003 who wanted to start a process to retro-fit over 800 residential and commercial high-rise buildings in Chicago with much needed

>> CONTINUED ON PAGE 12



Don Pamplin

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

fire sprinkler systems. Instead, a compromise ordinance passed that required sprinklers only in commercial buildings with highly vulnerable residential buildings still having to go through the faulty and misleading LSE process.

### The Final Straw

On October 17, 2003, a fire that occurred at the Cook County Administrative Building killed six people trapped in a smoke-filled exit stairwell. The number of deaths could have been higher as several more were trapped in the same stairwell! Out of the following public outcry for better fire protection in Chicago high-rise buildings, that fire was the final straw and the obvious motivation for Burk's original all-inclusive fire sprinkler retro-fit ordinance. And for good reason, as Chicago has a high-rise fire death rate that is approximately 3.5 times greater than the national U.S. average.

But the typical political process, strongly influenced by Chicago building owners, effectively went to work and Chicago now does not have the much needed Burke retro-fit fire sprinkler ordinance to provide proper residential fire protection in high-rises taller than 75 feet and is instead currently cursed with an ordinance (LSE) that falls far short of the national standard of safety for high-rises found in the National Fire Protection Association (NFPA) Standard 101: Life Safety Code which was officially adopted by the Office of the Illinois State Fire Marshal in January, 2002 as the proper level of high rise occupant safety and protection. Chicago opted out of that much needed standard when they passed the "Life Safety Evaluation Ordinance (LSE)" which has proven to be a terrible disaster in high-rise fire safety for the citizens of Chicago.

On January 8, 2012, a fire occurred in a 21-story rental apartment building at 3130 North Lake Shore Drive. This fire killed 32 year-old Shantel McCoy, when she unknowingly entered an elevator at ground floor level and was taken to the 12th floor where a fire was raging that she was unaware of. According to reports, no alarms were sounding to warn her of the fire above. When the elevator doors opened

on the 12th floor, she was overwhelmed by an estimated 1500 degree blast of flames and smoke. Nine others and two firefighters were also injured in this early morning blaze. The fire started in an apartment on the 12th floor. When the occupants of that apartment exited to escape the fire, they blocked the hallway apartment door open with a rug to allow their pets to escape the fire. That act allowed the fire to spread from the apartment, fully involving the 12th floor hallway, including the elevator landing area where Ms. McCoy tragically died.

Bob Kleinheinz, Regional Director for the National Fire Sprinkler Association and Tom Lia, Executive Director for the Northern Illinois Fire Sprinkler Advisory Board (NIFSAB) have correctly and consistently been pointing-out that the Chicago Life Safety Evaluation (LSE) program falls well short of the national standard of fire safety as required in the NFPA 101: Life Safety Code. This is the code referenced in the James Lee Witt Report following the Cook County Administrative Building fire in 2003 that previously killed those six people in the stairwell. The Witt Report recommended that the City of Chicago "ensure compliance with the state code" and to "require installation of automatic fire sprinkler systems in all buildings." Additional proof that Chicago's LSE program falls short of protecting high-rise building occupants was a fire that occurred on December 10, 2009 on the thirty-sixth floor of the Plaza on DeWitt building at 260 East Chestnut that claimed the life of an 84-year-old woman. Prior to that December 10th fire, the building had passed the City of Chicago Life Safety Evaluation (LSE) Program!

### Failed Compliance

Records for the Chicago LSE program show that 76 % of the buildings that did file their LSE plans have failed to implement corrective upgrades to comply with needed fire safety standards as set forth by the Chicago Department of Buildings, which are much less than what is required in the NFPA 101: Life Safety Code. Violations of the lesser LSE program can be punishable with fines that range from \$

500.00 to \$1000.00 dollars. No buildings have been fined for non-compliance! As of December, 2009, the City of Chicago has failed to collect nearly 23 million dollars in potential fines so that clearly indicates how well those building owners are providing fire safety for the occupants of their buildings.

According to a January 24, 2012 Chicago Tribune article.... "(o)f the roughly 700 residential high-rises required to beef up fire safety measures as required under the 2004 ordinance, 369 still haven't submitted plans that meet city approval let alone made the necessary improvements...."

The tribune article also said...."(i)n the eight years since the ordinance was enacted, only 14 residential high-rises have completed the stricter upgrades called for by the city..."

Obviously, the City of Chicago is not enforcing what they need to enforce and that could represent a serious level of gross negligence which the city may eventually be held financially responsible for. What an outrageous farce!

### To Make It Worse

And to make matters worse, The City of Chicago has extended the compliance deadline of the faulty LSE. The original 2004 ordinance included a 7-year period for building owners to comply and repair any deficiencies by 2012. In December, 2011, the City of Chicago Council passed an ordinance to extend the compliance deadline of the LSE to 2015 which further extends a misleading and ineffective program that isn't being enforced or being complied with.

Alderman Tom Tunney of the 44th Chicago Ward, which includes the building where Shantel McCoy was killed on January 8, 2012, was one of the Aldermen who backed the three year extension of the "no fire sprinkler" LSE program. He was quoted as saying..."These buildings are safe. The City of Chicago would not let people reside in a building that's not safe." Be careful Mr. Tunney. One of the fundamental tenants of effective risk management to prevent or limit litigation

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>>CONTINUED FROM PAGE 12

exposure is that you should never promise something that you can't deliver!

Is Alderman Tunney aware of the "Total Intervention Time (TIT)" of the Chicago Fire Department when faced with a fire in a high-rise building, especially when elevators are not programmed to work in favour of responding fire personnel? You and others on Council probably don't even know what the "total intervention time (TIT) of a responding fire depart-

ment" actually means. We're not talking "response time" that represents how long it takes for the fire department to arrive on scene after being notified of a fire taking place. "Total Intervention Time (TIT)" is the total amount of elapsed time from the point of fire ignition to when the fire department actually starts applying water on the fire. The national average Total Intervention Time (TIT) for the North American Fire Service exceeds 10

minutes (NFPA national statistics). If the fire department can't effectively start putting water on the fire before "flashover" occurs, which is usually within five minutes of fire ignition, then you will have fire deaths in those structures, especially in buildings where the fire is high above street level. Flashover brings uncontrolled fire with temperatures reaching 1000 to 1500 degrees Fahrenheit. Firefighters cannot perform the impossible and many times per year across America, they pay the ultimate penalty for ineffective codes and safety ordinances that politicians and government policy administrators have said yes to. Take another look at the horrendous tragedy of 911 and the outrageous loss of 343 New York firefighters!

The only way Alderman Tunney can correctly make that statement with any reasonable degree of assurance and accuracy is when there is a "quick response" fire sprinkler system in place in that high-rise building that starts fighting the fire before the fire department has even been called. Anything less than that simply won't save people who are caught in that death trap.

**Fire Sprinklers not only make death wait, they prevent death and fire injuries from actually happening at all!**

*Don Pamplin is the former NFSA Regional Manager for the Pacific Northwest and can be reached with comments and suggestions at [firecon@shaw.ca](mailto:firecon@shaw.ca)*



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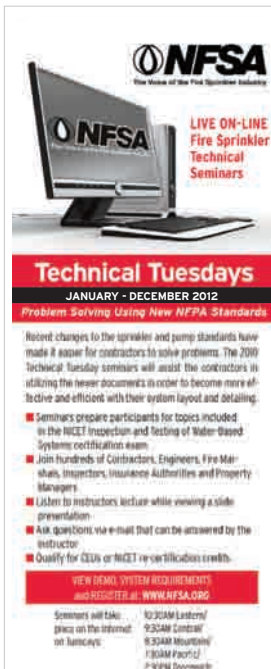
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### MAY 8, 2012

#### **Dry Standpipe Systems** - Basic - Kevin J. Kelly, P.E.

There are three different types of dry standpipe systems: automatic-dry systems, semi-automatic-dry systems, and manual-dry systems. This seminar will define each of these systems, discuss how they work, when they should be selected, and cover the special design and hydraulic calculation requirements for each of the dry systems.

### MAY 22, 2012

#### **Horizontal Standpipes and Lateral Piping** - Intermediate - Kenneth E. Isman, P.E.

Horizontal standpipes are treated differently than lateral runs of pipe to standpipe outlets by NFPA 14. This seminar will cover the differences between these two situations for both layout considerations and hydraulic calculations. In addition, this presentation will cover the different protection rules for these different piping situations.

### JUNE 5, 2012

#### **Acceptance Testing of Standpipes** - Intermediate - Karl Wiegand, E.I.T.

System acceptance tests are important for making sure that a newly installed system is working correctly and establishing a baseline of performance for all future system tests. This seminar will serve as a walk through for acceptance test requirements of NFPA 14.

### JUNE 19, 2012

#### **Periodic Inspection, Testing and Maintenance of Standpipe Systems** - Basic - Bernie Arends

Standpipes are often neglected in the periodic inspection, testing, and maintenance of fire sprinkler systems. However, this key component is crucial to the firefighting tactics in multi-story structures and can dramatically impede efforts if the standpipe system is not functioning properly. This seminar will review the requirements of NFPA 25, Chapter 6, that deal with the upkeep for standpipe systems to operate effectively.

### JULY 10

#### **"Is that really an obstruction?"** - James D. Lake

### JULY 24

#### **Vertical Shafts** - Karl Wiegand, E. I. T.

### AUGUST 7

#### **Protecting Multiple Buildings** - Kenneth E. Isman, P.E.

### AUGUST 21

#### **System Appurtenances** - Jeff Hugo, CBO

### SEPTEMBER 11

#### **Piping and Valve Installation** - Kevin J. Kelly, P.E.

### SEPTEMBER 25

#### **Concealed Spaces** - James D. Lake

### OCTOBER 9

#### **Storage Configuration and Classification** - Kevin J. Kelly, P.E.

### OCTOBER 23

#### **Walkways and Catwalks** - Karl Wiegand, E.I.T.

### NOVEMBER 6

#### **In-Rack Sprinkler Spacing and Location** - Victoria B. Valentine, P.E. and John Corso

### NOVEMBER 20

#### **Hydraulic Calculation of In-Rack Sprinklers** - Kenneth E. Isman, P.E.

### DECEMBER 4

#### **Hanging and Bracing of In-Rack Sprinkler Systems** - *To Be Determined*

### DECEMBER 18

#### **Tips and Tricks for Storage Protection** - Karl Wiegand, E.I.T.

# Tailoring NFSA Training to Specific Needs

By James D. Lake

In my last article I discussed the extensive process that NFSA employs for developing seminars for our industry.

As I stated, the first step in the process is identifying the needs of a target audience. Whether it is information from contractors, design technicians, AHJ's or state administrators, the learning needs are identified and documented and continually reviewed, and updated. We do this through our Regional Operations network and through our Training and Education personnel. The intent here is to develop the rationale and planning for each learning program so that the learning objectives can be clearly stated, understood and assessed.

NFSA has been very successful in developing seminars in support of specific identified needs, showing our flexibility and commitment to quality training that is immediately applicable in the work place.

*Let me give you a few examples.*

## NICET Inspection Technician Training

As I wrote last year NFSA was the first to develop a 3-Day interactive seminar that was updated to keep pace with the changing requirements for certification of inspection and testing technicians. This was done in response to member requests and industry input as well as a complete revision of the certification process this seminar is being developed as an updated version of a previous seminar.

This interactive seminar will provide an introduction to the various types of water-

based fire protection systems as well as an in-depth exploration of the codes, standards and other documents that are used during the inspection and testing process. The seminar is designed for individuals interested in obtaining certification as an inspection and testing technician for water-based fire protection systems.

## CALIFORNIA

The State of California has a couple of administrative rules that create have created a need for tailored training programs in the Golden State. The first is the California Edition of NFPA 25. The document is a modification of the NFPA document to address issues specific to California. The document differs from NFPA 25 in some significant areas. In this case NFSA modified our ITM programs, including the very popular *ITM* for the *AHJ* to address the issues that are unique to the California edition.

The learning objectives applied to this seminar include being able to identify the appropriate sections of NFPA 25 California Edition that apply to administrative and enforcement requirements for system inspection, testing and maintenance. Also we want the attendee to be able to describe key terms used in the enforcement of NFPA 25 California Edition and most importantly to describe the role and responsibilities building owners or their designated representatives. And finally to be able to discuss the difference between provisions in NFPA 25 (National Edition) and those that are mandated by administrative code, such as tagging and licensing.

Another California regulation permits a limited license (Type L) to be given to a public or private entities that are not engaged in the business of performing testing and maintenance of wet pipe fire-extinguishing systems and which only perform annual testing and maintenance of wet pipe sprinkler systems, standpipe systems, private fire service mains, and weekly fire pump tests in structures or property owned or leased by that public or private entity. These entities must take a test to obtain the licence.

NFSA developed a seminar to cover material addressed in the California Regulations governing limited licensure for inspection and testing and protect the industry by educating these individuals as to the limits of their scope on this work. This seminar will use as it reference the NFPA 25, Standard on Inspection, Testing and Maintenance of Water-Based Fire Protection Systems (California Version).

At the end of this seminar the individuals should be able to identify the appropriate sections of NFPA 25, *Inspection, Testing and Maintenance of Water-Based Extinguishing Systems*, California Edition and California Regulations that apply to L-Licensure, rec-

>> CONTINUED ON PAGE 18



Vice President  
of Training and  
Communication

James D. Lake

ognize the format of NFPA 20, *Standard on Pumps for Fire Protection*, describe key terms used for pumps in NFPA 20 used in the enforcement of NFPA 25 California Edition, recognize the different types of fire pumps and drivers, appurtenances and controllers and discuss the options for troubleshooting and correcting fire pump problems

**ALABAMA**

Similar to California this seminar was developed to address the requirements in the Alabama Regulations governing skilled worker exemption for inspection and testing of some components of wet-pipe sprinkler systems, storage tanks and fire pumps. This seminar will use as it reference the NFPA 25, *Standard on Inspection, Testing and Maintenance of Water-Based Fire Protection Systems*. NFSA works very closely with the Alabama Fire Sprinkler Association in delivering this class.

At the conclusion of this seminar the participant will be able to identify the ap-

propriate sections of NFPA 25, *Inspection, Testing and Maintenance of Water-Based Extinguishing Systems*, and Alabama Regulations that apply to skilled worker exemption as well as recognize the format of NFPA 20, *Standard on Pumps for Fire Protection*, describe the theory of pumps and their basic design concepts, describe key terms used for pumps in NFPA 20 used in the enforcement of NFPA 25, recognize the different types of fire pumps and drivers, appurtenances and controllers and discuss the options for troubleshooting and correcting fire pump problems

**FLORIDA**

In 2011 one of the primary areas of focus in Florida was the certification of inspection technicians, specifically, NICET Certification. As I stated above NFSA revised this program to meet the new requirements for NICET Certification but there were still individuals progressing through the old element-based process. Working with the Florida Fire Sprinkler Association we were

able to meet a need for training in relation to the old testing process and provide training going forward under the new process. This new seminar is flexible enough with broad enough learning objectives that it will prepare an individual for testing in whatever certification program is used, NICET or another.

Of the nine training events we conducted in Florida last year, five of them were inspection technician programs. Once again in 2012 we continue to work closely with FFSA to provide for the training needs both of the authority having jurisdiction and the contractor.

**COLORADO**

In Colorado NFSA is working with state au-

thorities in developing a one-day seminar in support of their certification program for installers of underground pipe. This certification program is still in development as of the writing of this article but NFSA is ready to provide the training when the program begins.

The seminar will describe the responsibility of the contractor and authority having jurisdiction for the proper installation of underground piping for fire protection systems as addressed in NFPA 13, *Standard for the Installation of Sprinkler Systems* and NFPA 24, *Standard for Underground Private Fire Service Mains and Their Appurtenances* and Chapter 7, Private Fire Service Mains of NFPA 25, *Inspection, Testing and Maintenance of Water-Based Fire Protection Systems*. The course will also provide an overview of the licensing regulations in the State of Colorado.

**KENTUCKY**

Similarly, in Kentucky we have been working with the state fire marshal's office and the Kentucky Fire Sprinkler Contractors Association to develop training programs in support of their inspection, testing and maintenance regulations.

**CANADA**

Each year the Canadian Automatic Sprinkler Association (CASA) partners with NFSA to deliver training programs for AHJs and contractors in Canada. This year we will be providing twenty-six days of training in Canada in eleven locations. Some of these seminars need slight revisions such as the seismic bracing seminars to take into account the differences in the regulations there.

Tailoring our seminars to the specific needs of the audience is one of the characteristics that sets NFSA training programs apart from the others. Our motto is "Yes we can" we can develop and deliver training and educational programs to fit the individual needs of a locale better than any other organization providing sprinkler training.

NFSA is ready to support you in your training needs. Please do not hesitate to contact us to discuss how we can meet those needs. Contact me any time at 617-372-6214 or lake@nfsa.org and let's talk training. ①

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# One System, Multiple Buildings

By Kenneth E. Isman, P.E.

**A** frequent question that gets asked of the NFSA's Expert of the Day service is whether a single sprinkler system can serve multiple buildings. The answer to this question is not a simple "yes" or "no". Instead, a number of different variables need to be explored before the question can be answered. This article will explore the various issues that go into making the decision as to whether the single system can cover multiple buildings.

## A Bit of History

Older editions of NFPA 13 did not address the subject of multiple buildings being protected by a single sprinkler system directly. Instead, the standard only stated that a single sprinkler system can cover 52,000 sq ft per floor for light and ordinary hazard and 40,000 sq ft for extra hazard and high-piled storage. The standard did not say whether that floor area needed to be in the same building or if it could be divided among separate buildings. But the standard did provide some sections and annex text that explained how to protect multiple buildings with a single system, so one could certainly conclude that it was possible.

Adding to the confusion on this topic, was a Formal Interpretation that was first issued on the 1976 edition of NFPA 13. The question that was asked of the committee was whether the 52,000 sq ft per floor (then in section 5-2 of the 1976 edition of the standard) could be exceeded if a

single system protected multiple buildings as long as the area of each floor in each building did not exceed 52,000 sq ft. The committee responded that the answer was "no" and that the 52,000 sq ft per floor rule was not relevant to the problem because each building should have its own sprinkler system. This Formal Interpretation was difficult to explain given that sections 3-9.2.2 and 3-9.2.3 of that same standard told users how to run feed mains both above and below ground in order to connect detached buildings that were protected with a single sprinkler system. How could the committee take the position that they prohibited a single system from serving two detached buildings, yet they had rules on how to protect two detached buildings with the same system?

The problem continued for a long time because the NFPA reprinted the same Formal Interpretation on every edition of NFPA 13 from 1976 to 2002. While preparing the 2007 edition of NFPA 13, the committee decided to retire the Formal Interpretation and address the subject directly by adding sections 8.2.4 (for attached buildings) and 8.2.5 (for detached buildings). These sections have remained unchanged since that time and will be discussed more through the rest of this article.

## Attached Buildings

For buildings that share canopies, breezeways, roofs or walls, section 8.2.4 of NFPA

13 specifically allows a single system to protect these connected buildings. The assumption is that with at least one of these items in common, the multiple buildings will be under the control of the same owner or at least some agreement that allows the multiple owners to work together. If a single system protects multiple buildings, it is important for the occupants of those multiple buildings to have access to the control valve, and have the ability to coordinate inspection, testing, and maintenance of the system, while cooperating in making sure that the system stays in service. With other elements of their buildings in common, it is more likely that if there are multiple owners, they can work together.

Although NFPA 13 does not directly address multiple buildings with other elements in common, the same logic would apply. Buildings that have basements in common or that share connections through tunnels should also be allowed to be protected by a single sprinkler system, as long as the owners (if there are more than one) deal with the issues of access

>> CONTINUED ON PAGE 20



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

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

and inspection, testing and maintenance.

Regardless of the ownership of the buildings or which building elements might be in common, the single sprinkler system is only allowed to protect multiple buildings if the area limitations of section 8.2.1 are maintained. When all of the area is added up on each floor of each of the buildings, the total area for any floor is not allowed to exceed 52,000 sq ft in light and ordinary hazard occupancies and 40,000 sq ft for extra hazard and high-piled storage occupancies.

### Detached Buildings

In general, NFPA 13 discourages the idea of protecting multiple detached buildings with a single sprinkler system, but it does not come right out and prohibit it. Instead, section 8.2.5.2 provides an opportunity for detached buildings to be protected with a single sprinkler system if the Authority Having Jurisdiction (AHJ) can be convinced that it is a good idea. The annex note to section 8.2.5 provides the AHJ with information that can be used to help make a decision.

First and foremost, the AHJ needs to consider whether the buildings are under the same ownership or not. If the buildings are under the same ownership, it helps to make the case that they can be protected with a single system. But the AHJ should also consider the potential for the property to be split and the buildings to be sold separately. For this reason, it might be beneficial to record on the deed of the property that if it is split in the future, arrangements need to be made to keep the sprinkler system maintained and the owner of the building with the control valve needs to provide access to the occupant of the building without the control valve in case of emergency.

If the buildings are not under the same ownership to start with, it might still be possible for a single system to protect them, but it becomes more complicated. In advance, inspection, testing and maintenance agreements need to be drafted to make sure that the system is kept in operational condition and access to the control valves needs to be assured for the party that does not have the control valve in their building.

The next item that needs to be addressed is the waterflow alarm. If a fire starts in the building that does not have the control equipment, the fire department will need to know which building to respond to. An auxiliary waterflow alarm in the building without the control equipment might be a good idea. If a fire occurs in the building without the control equipment, both waterflow alarms will send a signal. If a fire happens in the building with the control equipment, only the alarm in that building will send a signal. Firefighters that respond to the buildings will need to be trained how to ascertain where the waterflow has occurred.

Given the problems with protecting multiple buildings with a single sprinkler system, it is better to protect each building with its own system. Only when the arrangement of buildings and the water supplies are such that the installation of separate sprinkler systems is impractical should a single system be installed for the multiple buildings. This typically only happens when small auxiliary buildings are installed close to a main building.

If more than one building is going to be protected with a single sprinkler system, the system will need to have an adequate water supply and the pipes will need to be correctly sized. In order to do this, the user will have to either provide a pipe schedule system for each building (adhering to the size limitations on such systems) or the system will have to be hydraulically calculated to make sure that it works. Pipe sizes might need to be increased when pipe is run from one building to another due to the extra friction loss in dealing with getting the water out to the secondary buildings.

If more than one building is going to be protected with a single sprinkler system, the system will need to stay within the size limitations of 52,000 sq ft per floor area for light and ordinary hazard systems and 40,000 sq ft per floor for extra hazard and high-piled storage. The total area of each floor from all the buildings needs to stay below these limits.

### Underground Piping Between Buildings

If multiple buildings are going to be protected by a single system then pip-

ing needs to be run between the buildings. The piping can be underground or above ground. Either way, it needs to be protected from freezing, corrosion and mechanical damage. If the piping is run underground, it needs to be buried sufficiently to make sure that it is below the frost line. Section 10.4.2 of NFPA 13 requires the top of the pipe to be at least 1 ft below the frost line. In warm climates where the frost line is close to the surface, section 10.4.3 requires the top of the pipe to be at least 2.5 ft below ground to protect the pipe from mechanical damage and the pipe needs to be further below ground if it runs under driveways or railroad tracks (see section 10.4.4 and 10.4.5).

In the special situation where the system running between the buildings is a dry-pipe system and the underground piping will be filled with air, section 8.15.20 of NFPA 13 contains some special provisions including protecting the pipe against corrosion. Unprotected cast-iron or ductile iron is only permitted to be joined in this case with a gasketed joint if the gasketed joint is listed for air service.

Section 8.16.4.2.4 permits steel pipe to be used underground in this instance, as long as the pipe is protected from corrosion. Such corrosion protection not only includes the inside of the pipe (which might be done with galvanized pipe), but it also includes the outside of the pipe if the soil has any corrosion properties. This might mean that the outside of the steel pipe has to be coated and wrapped in order to be used.

One of the concerns for running pipe between buildings is drainage of the underground portion, especially if the intent is to have the system be a dry-pipe system. If water remains in the underground portion, it will be more difficult to put the system back in service and moisture will remain in the system, which will promote corrosion. Some means of draining the underground portion needs to be included in any plan to connect multiple buildings with a single sprinkler system (see section 8.16.2.4.1, which requires all portions of sprinkler systems to be capable of being drained).

### Above Ground Piping Between Buildings

It is possible to also run the pipe between buildings above ground. In this case, the pipe still needs to be protected from freezing, corrosion and mechanical damage. This technique is probably only available where the buildings share some element in common like a breezeway or wall.

Section 8.16.4.2.3 requires corrosion resistant types of pipe or special coatings on the pipe if the pipe is exposed to weather. There is no definition of pipe "exposed to weather", but it should be assumed that most outdoor pipe is exposed to some kind of weather condition unless it is protected from above and on all sides from rain and snow. Outdoor pipe near the ocean should be considered as needing corrosion protection even if it is protected on all sides because the salt air exists all around in a coastal environment.

Section 8.16.4.1 specifically addresses

how to protect piping that is above ground from freezing. There are a number of options including the use of dry-pipe systems, preaction systems or antifreeze. One of the specific options mentioned for pipes in breezeways and outdoor passageways going between buildings is heat tracing (section 8.16.4.1.3). Heat tracing systems need to be listed for fire sprinkler service. If the sprinkler pipe has sprinklers on it, the heat tracing needs to be specially listed for branch line protection where the labs make sure that the heat tracing will not accidentally heat the sprinkler to the point where it opens and they make sure that the heat tracing is not an obstruction to the sprinkler spray.

### Conclusion

It is possible to protect multiple buildings with a single sprinkler system. If the buildings are connected in some way or share a common element, the single sprinkler system is directly permitted by the stan-

dard. If the buildings are detached, the single sprinkler system can serve multiple buildings if it is approved by the AHJ, who will probably take into account the ownership of the building and the likelihood of maintaining the system before agreeing to allow the single system to protect the multiple buildings.

One example of detached buildings that seems to be in keeping with the spirit of NFPA 13 is a school building. Consider a two story school building with 46,000 sq ft on the first floor and 46,000 sq ft on the second floor. If detached temporary (single story) classrooms are brought in to deal with an expected overflow of students for a few years, they can be sprinklered by running pipe out to the temporary classrooms as long as the temporary classrooms are not more than 6,000 sq ft (in this example) so that they do not violate the rule of 52,000 sq ft per floor. ①

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**[info@bavco.com](mailto:info@bavco.com)**

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# 2012 BUYER'S GUIDE

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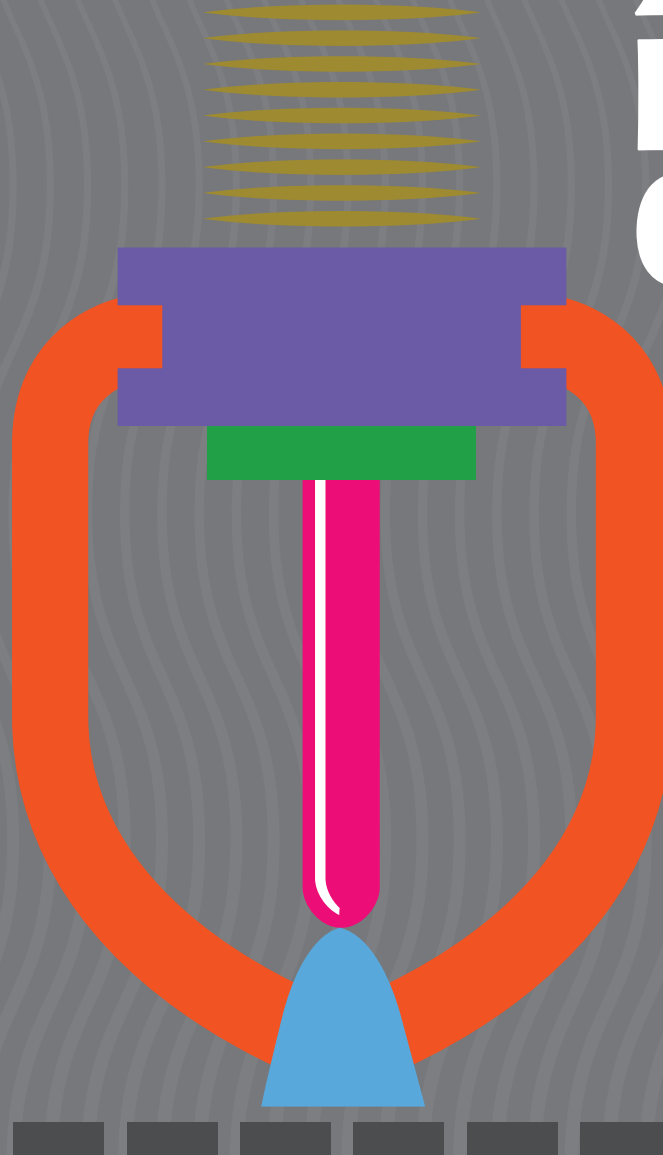
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National Fire Sprinkler Association, Inc  
Simpsonville, MD



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



**AGF Manufacturing, Inc.**

100 Quaker Lane  
Malvern, Pennsylvania 19355  
Telephone: 610 240-4900  
FAX: 610 240-4906  
Internet: www.testandrain.com

**Founded:**

1986

**Primary Products/Services:**

Inspector's Test and Drain Valves and Accessories

**Market Area:**

International

**Hours of Operation:**

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

**Management:**

James McHugh  
George McHugh IV

**Sales Contact:**

James McHugh

**Company Profile:**

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

**Accu-Fire Fabrication, Inc.**

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

**Founded:**

1991

**Primary Products/Services:**

Fire Sprinkler Fabrication & Supply

**Market Area:**

Northeastern United States

**Hours of Operation:**

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

**Management:**

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

**Sales Contact:**

Mike Stango, Vice President of Sales  
Tel: 215.260.4400

**Company Profile:**

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

**AFCON**

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

**Founded:**

1952

**Primary Products/Services:**

Pipe Hanger Products, Sway Braces, Software

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

Kraig Kirschner, President  
Randy Leonhardt  
Susan Guzman  
Maria Medina

**Company Profile:**

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

**Allied Tube & Conduit**

16100S. Lathrop Avenue  
Harvey, Illinois 60426  
Telephone: 708.339.1610  
Toll Free: 800.882.5543  
FAX: 800.659.7730

**Internet:**

www.alliedtube-sprinkler.com

**Founded:**

1959

**Primary Products/Services:**

Steel Sprinkler Pipe

**Company Profile:**

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

**Ames Fire & Waterworks**

1427 North Market Blvd., Suite 9  
Sacramento, California 95834  
Telephone: 916.928.0123  
FAX: 916.928.9333  
Internet: www.amesfirewater.com

**Founded:**

1910

Primary Products/Services: Backflow Prevention

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

Bruce Parrott, Vice President of Sales-Wholesale

**Sales Contact:**

Cary Wiley, National Sales Manager-Backflow Products

**Company Profile:**

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

**Amtrol, Inc.**

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

**Management:**

Wolfgang Neumann, Product Manager

**Anvil International, Inc.**

110 Corporate Drive, Suite 110  
Portsmouth, New Hampshire 03801  
Telephone: 603.422.8028  
Toll Free: 800.301.2701  
FAX: 603.422.8033  
Internet: www.anvilintl.com

**Founded:**

1850

**Primary Products/Services:**

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

**Market Area:**

International

**Hours of Operation:**

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

**Management:**

Mitch Bevill, Director of Sales-East  
Brian Reff, Director of Sales, West  
Brandon Gunnell, Director of Marketing

**Sales Contact:**

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

**Company Profile:**

Anvil offers a complete line of grooved couplings, fittings and valves that deliver cost savings at installation and long-lasting performance. Anvil is also the market leader with a complete selection of pipe hangers, supports and seamless pipe nipples, as well as malleable, cast iron and forged steel fittings.

**APEX Pumping Equipment, Inc.**

720 Heartland Drive, Unit P  
Sugar Grove, Illinois 60554  
Tel: 630.466.4488  
Toll Free: 866.563.2739  
FAX: 630.466.4499

**Founded:**

1996

**Primary Products/Services:**

Fire Pumps, Full Repair Service, Nitrogen Generation, Fire Pump Controllers, Patented Fire Pump Exercising Monitoring Device, Jockey Pumps & Controllers, Exclusive UL Listed Residential Fire Pumps, Temporary Portable Fire Pump, Tanks, and fire pump flow test meters

**Market Area:**

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

**Hours of Operation:**

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

**Management:**

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

**Sales Contact:**

Steve Holzkopf, Rich Ransford, Don Rasmussen, Vince Rodriquez

**Telephone:**

630.399.2739, 815.677.5340, 630.269.5598,  
630.392.4498

**Company Profile:**

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

**Apollo Valves/Conbraco Industries**

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

**Primary Products/Services:**

Flow Controls-Ball Valves, Backflow Preventers

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

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

**Sales Contact:**

Pete Chapman, Gen. Mgr., Backflow Prevention

**Telephone:**

704.841.6066

**Company Profile:**

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

**ARGCO**

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

**Founded:** 1981**Primary Products/Services:**

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

**Market Area:**

International

## National Fire Sprinkler Association

### Hours of Operation:

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

### Management:

Tom Tallman, General Manager  
Lawrence Kent, Sales  
Buck Eilers, Sales  
Woody Witwer, Sales  
Sales Contact:  
Tom Tallman, Gen. Mgr.

### Telephone:

800.854.1015

### FAX:

760.727.3270

### Company Profile:

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



## Atlantic American

Fire Equipment Company  
121 Titus Avenue  
Warrington, Pennsylvania 18976  
Telephone: 215.491.9800  
Toll-Free: 800.247.1128  
FAX: 215.491.7395  
Internet: www.atlanticamerican.com

### Founded:

1985

### Primary Products/Services:

Fire Protection Products

### Market Area:

Maine to North Carolina

### Hours of Operation:

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

### Management:

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

### Sales Contact:

Bill Devlin, Sales Manager

### Company Profile:

Atlantic American Fire Equipment Company is a leading wholesale material supplier to the fire protection industry. We provide top quality products at very competitive prices to commercial and residential fire sprinkler contractors throughout the Mid-Atlantic and Northeast regions of the U.S. The company was founded by Paul DeCamera and Patrick Roche in 1985, based on a vision of providing quality products and service to our customers. Since then, we have grown by adding five warehouses

strategically located throughout a 13-state region, allowing us to take our service to an even higher level. Our plans include adding more warehouses to support the demand for our products and services. We insist upon well-stocked inventories resulting in excellent fill rates, making us your one stop shop for the best sprinkler system components available on the market today.



## BAVCO

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

### Founded:

1977

### Primary Products/Services:

Master Parts Distributor-Backflow Prevention Products

### Market Area:

USA

### Hours of Operation:

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

### Sales Contact:

Sales Department

### Company Profile:

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



## BlazeMaster®/Lubrizol

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

### Founded:

1984/Lubrizol founded 1928

Primary Products/Services:

BlazeMaster® pipe and fittings

### Management:

Matthew Kuwath, Global Business Director  
Gary L. Johnson, Global Business Development Manager  
Jeff Gibson, Market Development Manager – North America Sales and Marketing Department

### Telephone:

888.234.2436

### FAX:

216.447.5313

### Company Profile:

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



## Brycer LLC

4355 Weaver Parkway Ste 100  
Warrenville, Illinois 60555  
Telephone: 630.413.9511  
FAX: 630.413.4920  
Email: info@mybrycer.com

### Founded:

2011

### Primary Products/Services:

The Compliance Engine

### Market Area:

U.S.A.

### Hours of Operation:

9 a.m.- 6 p.m., Mon.-Fri.

### Management:

Matt Rice, CEO  
Bryan Schultz, Managing Director

### Sales Contact:

Bryan Schultz

### Telephone:

630.413.9316

### FAX:

630.413.4920

**Email:**

bschultz@mybrycer.com

**Company Profile:**

Brycer, LLC., whose principals have been intimately involved in the fire, insurance and Information Technology industries for decades, created a simple to use, state-of-the-art web-based service to accelerate and simplify the collection and utilization of fire and life safety data. Brycer's automated Compliance Engine service delivers data in a clean, easy-to-read, uniform format to the Authority Having Jurisdiction to ensure rapid compliance with the law and ultimately a safer community.

**Buckeye Fire Equipment Company**

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

**Founded:**

1967

**Primary Products/Services:**

Fire Protection Equipment

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

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

**Company Profile:**

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

**BuildingReports**

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

**Founded:**

1999

**Primary Products/Services:**

Web-based inspection reporting services

**Market Area:**

Worldwide

**Management:**

Brett Brewster, Pres.&amp; CEO

**Sales Contact:**

sales@buildingreports.com

**Company Profile:**

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

**Bull Moose Tube Company**

1819 Clarkson Rd.  
Chesterfield, Missouri 63017  
Telephone: 636.537.2600  
FAX: 636.530.5877  
Email: dweinrich@bullmoosetube.com  
Website: www.bullmoosetube.com

**Founded:**

1962

**Primary Products/Services:**

Steel Pipe &amp; Tubing

**Market Area:**

U.S., Canada, Mexico

**Sales Contact:**

David Weinrich, General Sales Manager  
-Sprinkler Pipe  
Telephone: 800.537.6864  
FAX: 636.530.5877  
Email: dweinrich@bullmoosetube.com

**Company Profile:**

Bull Moose Tube Company offers standard and engineered pipe under the trade name "Eddy Pipe." Sizes available in black and galvanized include 1"-2" sch 40, 1-1/4" - 4" sch 10, 1"-2" Eddythread, 1-1/4" - 4" Eddyflow. All products are UL listed and FM approved for the U.S. and Canada. All Bull Moose Sprinkler pipe is treated with our MIC resistant coating, Eddy Guard II.

**Chemguard, Inc.**

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

**Founded:**

1987

**Primary Products/Services:**

Manufacturer of fire suppression foam concentrates and fire suppression systems.

**Hours of Operation:**

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

**Management:**

Roger Bower, President  
Twana Connors, Senior Vice President  
John Vieweger, VP, Sales and Marketing

**Sales Contact:**

John Vieweger, VP Sales & Marketing  
Telephone: 817.473.9964  
FAX: 817.473.6590

**Company Profile:**

ISO 9001:2000 certified, Chemguard manufactures UL and FM approved fire-suppression foam concentrates, fire-fighting hardware and engineered foam systems for industrial, military, municipal, offshore, petrochemical/energy, transportation/freight and aircraft hangar applications around the world. Our extensive line of high-quality, durable and field-proven fire-fighting hardware includes fixed systems, self-contained foam units and large dry chemical skid units. We custom engineered trailer- and skid-mounted foam systems, self-contained foam units and large dry chemical skid units. We utilize global blending facilities to ship orders quickly-including emergency foam concentrate requests. Customer support includes laboratory analysis, live fire testing, technical application and design assistance and custom training on or off site

**Chicago Backflow, Inc. aka CB Marketing**

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

**Founded:**

1993

## National Fire Sprinkler Association

### Primary Products/Services:

Backflow Assembly Testing

### Market Area:

Illinois, Northwest Indiana, Mississippi, Arkansas, Louisiana

### Hours of Operation:

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

### Management:

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

### Company Profile:

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



### CB Marketing, Inc. (A CBI Company)

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

### Primary Products/Services:

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

### Market Area:

Illinois, Northwest Indiana, Wisconsin /Nationally for 13D Pump Systems

### Hours of Operation:

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

### Management:

Donald J. Smith, President  
Brett Scharpenter, Vice President  
Doug Eisenhauer, Dir of Product Mgt.  
Megan Demereckis, Marketing

### Sales Contact:

Sales/Quote Contact: Doug Eisenhower

New Product Opportunities: Brett Scharpenter

### Telephone:

708.202.0033

### FAX:

708.385.5415

### Company Profile:

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

### Clarke Fire Protection Products, Inc.

3133 East Kemper Road  
Cincinnati, Ohio 45241  
Telephone: 513.475.FIRE (3473)  
FAX: 513.771.0726  
Internet: www.clarkefire.com

### Founded:

1964

### Primary Products/Services:

UL/FM Diesel Fire Pump Drivers

### Market Area:

Global

### Management:

Dane Petrie, President  
Justin Strousse, Director of Global Sales  
Dave Scholten, Customer Support Manager

### Sales Contact:

Justin Strousse, Marketing Manager, Americas

### Telephone:

513.719.2307

### Company Profile:

Clarke Fire Protection Products provides UL and FM certified diesel engines directly to pump manufacturers worldwide for their assembly into fire protection systems. These engines cover a power range of 38 through 1,025 bhp. Since the 2003 NFPA 20, there has been the ability to use variable speed to control system pressure in a sprinkler system. Clarke recently released the new electronic PLD (Pressure Limiting Driver), which through RPM reduction, allows the engine to control the maximum pressure of the pump system within a factory set range of 100 to 350 psi.

### Columbian TecTank

9701 Renner Blvd. Ste. 150  
Lenexa, Kansas 66219  
Telephone: 913.621.3700  
FAX: 913-621-2145  
Internet: www.columbiantectank.com

### Primary Products/Services:

Manufacturer of bolted tanks and shop-welded tanks in coated carbon steel, aluminum and stainless steel.

### Complete Pump Service Co., Inc.

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

### Founded:

1964

### Primary Products/Services:

Fire Pump Testing/Service on all Water Application Pumps

### Hours of Operation:

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

### Management:

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

### Sales Contact:

Rich Ficarra, President

### Telephone:

630.628.1600 ext. 107

### FAX:

630.628.1709

### Company Profile:

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

**Croker Division**

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

**Founded:**

1911

**Primary Products/Services:**

Fire Protection Equipment

**Market Area:**

Nationwide/Worldwide

**Hours of Operation:**

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

**Management:**

Paul A. Sposato, President  
Larry J. Kaplan, VP Sales  
Peter E. Levine, Sales Coordinator  
Sales Contact:  
Larry J. Kaplan, VP Sales  
Peter E. Levine, Sales Coordinator

**Company Profile:**

Since 1911, Croker has manufactured and supplied the highest quality Fire Hose Standpipe Equipment available in the industry. Croker continues to be an industry leader in quality products as well as dependable service. Our Croker catalog provides building owners, architects, engineers, distributors and contractors with a clear, comprehensive specification and purchasing reference guide second to none. Our main warehouse is located in Elmsford, New York. We maintain inventory in Dallas, Texas, Detroit, Michigan, Miami, Florida, Cleveland and Cincinnati, Ohio, Fountain Valley, California, Louisville, Kentucky, Ashland, Virginia, and Wilmington, Delaware. Because our equipment is critical for the protection of lives and property, we are continually striving to maintain and improve our product quality year after year. This has been our mission since 1911.

**BRANCH OFFICE AND REGIONAL WAREHOUSES:****Croker Texas**

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

**Croker Ohio**

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

**Croker Florida**

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

**Croker California**

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

**DecoShield Systems, Inc.**

272 Southwest 12th Avenue  
Deerfield Beach, Florida 33442  
Telephone: 954.725.7665  
Toll-Free: 800.873.0894  
FAX: 800.585.3894  
Internet: www.decoshield.com

**Founded:**

1989

**Primary Products/Services:**

Pipe hangers &amp; decorative pipe covers

**Market Area:**

Worldwide

**Hours of Operation:**

Mon.-Fri. 8:00 a.m.-6:00 p.m.

**Sales Contact:**

Linda Camm, President  
Telephone: 800.873.0894  
FAX: 800.585.3894

**Company Profile:**

UL/ULC listed DecoShield Systems provide you with lightweight, attractive, affordable modular cover/support systems for sprinkler piping, hydronics, plumbing, cable and conduit. DecoShield products are manufactured using an engineered resin of a Class I/A material meeting most model code requirements, and are clean, paintable, easy to install, tamper-resistant, durable and economical. The DecoShield cover will not dent, crack, rust or corrode. As an alternative to constructed soffits and suspended ceilings, the DecoShield Systems can be installed without disturbing asbestos ceilings and can be easily installed in occupied premises. We also offer assistance with design, installation and anchoring problems.

**Dixon Powhatan**

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

**Primary Products/Services:**

Brass Fire Products/Accessories

**Market Area:**

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

**Hours of Operation:**

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

**Management:**

Hazen Arnold, Division Manager  
Craig French, Plant Manager

**Sales Contact:**

Robin Bauer, Customer Service

**Telephone:**

410.778.2008, 877.712.6179

**FAX:**

410.778.4702

**Company Profile:**

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

**Elite Components**

12600 Cardinal Meadow  
Sugar Land, Texas 77498  
Telephone: 281.494.3999  
Toll Free: 877.213.7130  
Fax: 281.275.3995  
Internet: www.elitecomponents.com

**Founded:**

2009

**Primary Products/Services:**

Hangers and Supports

**Market Area:**

North America

**Hours of Operation:**

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

## National Fire Sprinkler Association

### Management:

Pankaj Malani, President  
Ann Burrett, Inside Sales Mgr.  
David Neal, Operations  
TJ Malloy, S.E. Sales Mgr.

### Sales Contact:

Ann Burrett

### Telephone:

281.275.3944

### Fax:

281.275.3995

### Company Profile:

Elite Components manufactures and supplies hangers, ATR, Strut Accessories and ATR Studs. Shipped out of our facility in Sugar Land, Texas. "Hang with Elite".

## Elkhart Brass

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

### Founded:

1902

### Primary Products/Services:

Fire Fighting Equipment

### Market Area:

United States & International

### Company Profile:

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

## ERICO

34600 Solon Road  
Solon, Ohio 44139  
Telephone: 440.248.0100  
Toll Free: 800.813.3378  
FAX: 440.248.0723

### Company Profile:

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

a complete range of hangers, seismic braces and restraints for fire sprinkler installation

## Ferguson Fire & Fabrication, Inc.

2750 S. Towne Avenue  
Pomona, California 91766  
Telephone: 909.517.3085  
Fax: 909.517.3980  
Internet: www.fergusonfire.com

### Founded:

1989

### Primary Products/Services:

Fire Sprinkler Material, Special Hazards and Fabrication

### Market Area:

Continental United States plus Alaska

### Hours of Operation:

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

### Management:

George DiMatteo  
District Manager - Fire Protection

### Company Profile:

Ferguson Fire and Fabrication supplies the highest quality fire protection products in 26 states from 55 warehouse facilities dedicated to the fire sprinkler contractor. 25 of these facilities also have fabrication capabilities. Of these 25 fabrication facilities, 9 are ISO 9001:2008 CERTIFIED. These ISO 9001:2008 CERTIFIED locations are in Alabama, Arizona, California, Colorado, Maryland, Missouri, Pennsylvania, Texas and Washington. Ferguson Fire and Fabrication has and is continuing to grow their business and reputation on performing. "Total Performance" is assured in the areas of product selection, fast and efficient shop and / or jobsite deliveries, job based or shop accounting and the most comprehensive inventory in the industry. We also do Special Hazards and fabrication. People make the difference at Ferguson Fire and Fabrication. This team of associates enthusiastically uses its experience to make sure each warehouse location operates in the best interest of the customer and the needs of that local market. This network of industry seasoned professionals makes total use of their combined talents to ensure the contractor the best possible results. Contractors can use the warehouse most convenient to the job with confidence that the people and products are the same high quality, all with centralized accounting. "Total Performance" in people, products, systems, market knowledge, delivery, accounting and comprehensive inventories is how our business was built.

## Fire Protection Products, Inc.

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

### Founded:

1989

### Primary Products/Services:

Fire Sprinkler Accessories

### Market Area:

Worldwide

### Hours of Operation:

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

### Management:

Randy Greenslate, President

### Sales Contact:

Customer Service

### Telephone:

800.344.1822

### FAX:

760.931.8080

### Company Profile:

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

## Fire Safe Services LLC

2409 21st St  
Menomonee, Michigan 49858  
Telephone: (701) 258-8208




**FlexHead Industries, Inc.**

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

**Founded:**

1991

**Primary Products/Services:**

Flexible Sprinkler Connections

**Hours of Operation:**

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

**Management:**

Norman MacDonald III, President  
Peter MacDonald, Vice President  
Mike Dooley, Nat'l Sales Mgr.

**Sales Contact:**

Ben Johnson, Southern Regional Sales Manager  
Jason Czekalski, Western Regional Sales Manager  
John Noel – Northern Regional Sales Manager  
Jennifer Costello, Customer Service

**Company Profile:**

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

**Florida Aquastore Utility & Construction**

4722 NW Boca Raton Blvd.  
Ste C-102  
Boca Raton, Florida 33431  
Telephone: 561.994.2400  
FAX: 561.994.2444

**Fox Sprinkler Supply Corporation**

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

**Founded:**

2000

**Primary Products/Services:**

Distribution/Fabrication

**Market Area:**

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

**Hours of Operation:**

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

**Management:**

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

**Company Profile:**

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

**FPE Software, Inc**

PO Box 1748  
Prince Frederick, Maryland 20678  
Telephone: 410.586.2128  
FAX: 410.586.2085  
Internet: www.fpesoftware.com

**Management:**

Mark Lentocho

**Company Profile:**

The home of fire protection engineering software, designed and sold by fire protection engineers.

**FSW Supply**

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

**Gecco, Inc.**

RR 2 Box 2476G  
Factoryville, Pennsylvania 19333  
Telephone: 570.945.3568  
FAX: 570.945.9542  
Contact: Orna Clum  
Internet: www.dropmasterfiresprinkler.com

**Company Profile:**

The Dropmaster is a tool designed for the sprinkler fitter by a sprinkler fitter. A tool that when used properly will provide the fitter with a clean and effective way to change sprinkler heads, make cuts in areas with trapped water, and use time saving labor to do many other jobs where smelly, dirty water has been a problem. The Dropmaster allows the fitter to make changes by "pulling" a vacuum in the line to which it is attached. Once the vacuum has been established heads can be changed with very little effort, there is no residual dirty water to clean up, no offensive odors from the piping network, and little if any area clean up where the changes are taking place.

The fire protection contractor will garner immediate savings when using Dropmaster. Many contractors report labor savings in the 40 to 60% range. Some say the labor savings are in the 80% range. Labor savings means more productive hours for the fire protection contractor, and less down time for their client. All of which adds up to greater profits.

**General Air Products, Inc.**

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

**Founded:**

1936

**Primary Products/Services:**

Air compressors /13D Pump Systems / Air Maintenance Devices

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

Raymond M. Fremont, President  
Raymond R. DeCecco, Mgr.,

**Customer Service**

Richard West, Director Sales / Marketing  
Raymond M. Fremont Jr., Marketing Manager

## National Fire Sprinkler Association

Sales Contact: Raymond R. DeCecco, Manager  
–Customer Service Company

### Company Profile:

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



### Global Vision, Inc.

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

### Products/Services:

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

### Management:

Charles Sutton, Pres/Owner



### Globe Fire Sprinkler Corporation

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

### Founded:

1987

### Primary Products/Services:

Manufacturers of sprinklers, valves, etc.

### Market Area:

Worldwide

### Hours of Operation:

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

### Management:

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

### Sales Contact:

Steven R. Worthington, President

### Telephone:

989.846.4583

### FAX:

989.846.9231

### Company Profile:

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



### Guardian Fire Equipment

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

### Primary Products/Services:

Fire Standpipe Equipment

### Market Area:

Worldwide

### Management:

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



### Harvel Plastics, Inc.

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

### Founded:

1964

### Primary Products/Services:

Manufacturers of PVC & CPVC Piping Products

### Market Area:

National & International

### Hours of Operation:

7 days/24 hrs.

### Management:

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

### Sales Contact:

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

### Company Profile:

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



### HD Supply-Fire Protection

P.O. Box 542799  
Merritt Island, FL 32954  
Telephone: 321.299.3028  
FAX: 866.879.0010

### Primary Products/Services:

Full line Supplier and Fabricator

### Market Area:

National

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

### Management:

Chuck Reed, Regional VP  
Sales Contact: Chuck Reed, Regional VP

### Company Profile:

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

### HD SUPPLY-FIRE PROTECTION

#### BRANCH LOCATIONS:

#### Phoenix, Arizona

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

#### Hayward, California

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

**San Francisco, California**

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

**Sacramento, California**

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

**Fresno, California**

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

**La Habra, California**

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

**Lodi, California**

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

**Denver, Colorado**

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

**Tampa, Florida**

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

**Orlando, Florida**

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

**Palm Beach, Florida**

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

**Fort Myers, Florida**

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

**Miami, Florida**

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

**Jacksonville, Florida**

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

**Atlanta, Georgia**

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

**Chicago, Illinois**

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

**Indianapolis, Indiana**

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

**Columbia, Maryland**

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

**Charlotte, North Carolina**

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

**Las Vegas, Nevada**

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

**Boston, Massachusetts**

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

**Memphis, Tennessee**

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

**Dallas, Texas**

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

**Houston, Texas**

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

**Richmond, Virginia**

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

**Seattle, Washington**

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

**Hilti, Inc.**

5400 S. 122nd East Ave.  
Tulsa, Oklahoma 74146  
Telephone: 800.879.6000  
Fax: 918.461.6841  
Management:  
Blake Griffin

**HRS Systems, Inc.**

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

**Primary Products/Services:**

Fire Protection Engineering Software

**Management:**

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

**Marketing Area:**

Worldwide

**Company Profile:**

HRS SYSTEMS, INC. is a dynamic fire protection engineering software development and marketing entity. Our goal is to provide fire protection engineering software – second to none – worldwide. Accuracy of calculations and results are paramount, with ease of data entry and attention to user comments and suggestions ranking a close second. Annual updates, at no extra charge, often

## National Fire Sprinkler Association

introduce new features; the JOB COST ESTIMATOR is now included in both HASS® and COOSA® (below) as utilities.

### HRS SYSTEMS, INC. PRESENTS:

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

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

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



### Huguenot Laboratories, Inc

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

#### Founded:

1998

#### Primary Products/Services:

MIC and corrosion mitigation, laboratory service

#### Market Area:

Worldwide

#### Hours of Operation:

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

#### Management:

Tim O'Leary, President

#### Sales Contact:

Tim O'Leary, President

#### Company Profile:

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



### Hydratec, Inc.

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

#### Founded:

1972

#### Primary Products/Services:

Fire Protection Design Software & Service

#### Market Area:

Worldwide

#### Hours of Operation:

9:00 a.m. - 5:00 p.m. Mon.-Fri.

#### Management:

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

#### Sales Contact:

Art Dove, CAD Development Manager

#### Company Profile:

Hydratec has been providing quality software and design services for 40 years. Our complete line of software products, along with accessible and knowledgeable customer service, gives the Hydratec customer of any size or experience level an edge in design efficiency. Our software packages include HydraCAD v50/51 for system design, HydraLIST for fabrication reports, HydraCALC for pipe sizing, HydraCALC-Sizer for pipe size estimating, HydraBID for price estimating and HydraCAD-R for NFPA 13-D Systems. These packages can be used separately, or as an integrated set to provide the best possible AutoCAD-based solution for 2D and 3D design, BIM, Navisworks coordination and true REVIT content integration.



### Hydro Flow Products, Inc.

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

#### Founded:

1996

#### Primary Products/Services:

Fire pump and fire flow test equipment

#### Market Area:

Global

#### Hours of Operation:

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

#### Management:

Fred Grenning, President

#### Sales Contact:

Denise, Patrick, Terry

#### Company Profile:

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



### Inspection Reports Online

1080 Corporate Blvd. Ste 200  
Aurora, Illinois 60502  
Telephone: 331.454.7800  
FAX: 331.454.7801

#### Management:

Jill Cotton, Principal



### IPEX USA LLC

10100 Rodney Street  
Pineville, North Carolina 28134  
Tel. 704.889.2431  
Fax 704.889.2390  
Internet: www.ipexamerica.com

#### Founded:

1951

#### Primary Products/Services:

Blazemaster® Fire Sprinkler Pipe & Fittings

#### Market Area:

USA

#### Hours of Operation:

Monday - Friday

#### Management:

Tony Miceli, Nat'l Sales Mgr.  
Patrick Fedor P.E., Commercial Mkt Engineer

#### Sales Contact:

Customer Service Department

#### Company Profile:

At IPEX, we have been manufacturing non-metallic pipe and fittings since 1951. Our products are made available for customers thanks to a network of regional stocking locations throughout North America. We offer a complete line of BlazeMaster® pipe and fittings. More importantly, we are committed to meeting our customers' needs. As a

leader in the plastic piping industry, IPEX continually develops new products, modernizes manufacturing facilities and acquires innovative process technology. For specific details about any IPEX product, contact our customer service department.



#### **ITW Buildex**

1349 West Bryn Mawr Avenue  
Itasca, Illinois 60143  
Tel: 630.595.3500  
Toll-Free: 800.328.4539  
FAX: 630.595.3549  
Internet: www.itwbuildex.com

#### **Founded:**

1967

#### **Primary Products/Services:**

Pipe Hangers

#### **Market Area:**

National

#### **Hours of Operation:**

8:00 a.m. – 5:00 p.m. Mon.-Fri.

#### **Management:**

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

#### **Sales Contact:**

Bryant Hope, Nat'l Sales Mgr.

#### **Company Profile:**

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

#### **Jenny Products, Inc.**

850 North Pleasant Avenue  
Somerset, Pennsylvania 15501  
Telephone: 814.445.3400

Toll Free: 888.425.3669  
FAX: 814.445.2280  
Internet: www.jennycompressor.com

#### **Founded:**

1896

#### **Hours of Operation:**

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

#### **Primary Products/Services:**

Pressure Washers & Air Compressors

#### **Market Area:**

Global

#### **Management:**

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

#### **Sales Contact:**

Angela St. Clair, C.S.R.

#### **Company Profile:**

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

#### **JG Innovations, Inc.**

33 E. Racine St.  
Janesville, Wisconsin 53545  
Telephone: 608.314.8710  
Toll Free: 888.933.2248  
FAX: 608.314.8712  
Internet: www.jgius.com

#### **Founded:**

2009

#### **Primary Products/Services:**

JGI Interlock™ Concealment Systems

#### **Market Area:**

Nationwide

#### **Hours of Operation:**

9:00 a.m.-5:00 p.m. M-F

#### **Management:**

Jack Grice, P.E., President  
Allen Stowers, V.P. Sales/Estimating  
Jasmin Steiner, V.P. Marketing

#### **Sales Contact:**

Allen Stowers

#### **Company Profile:**

JG Innovations, Inc., engineers, designs and fabricates JGI Interlock™ Concealment Systems, a streamlined, durable solution to cover exposed fire sprinkler piping. Our economical interior steel soffit

systems are entirely custom-fabricated with your choice of 24-16 gauge cold rolled and stainless steel, .050 aluminum, dimensions, various profiles and finishes required by your residential, commercial or institutional retrofit and new-construction projects. Virtually irremovable and easy to install, our soffit shield systems require few installation components and readily accept field-fabrications to satisfy the application configuration. 15 year limited warranty. Delivery within 3-4 weeks nationwide. JG Innovations also offers plan take-offs, CAD drawings, specifications, budgetary pricing, installation, samples, brochures and color chips.

#### **KENNEDY VALVE/Division of McWane, Inc.**

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

#### **Founded:**

1877

#### **Primary Products/Services:**

a variety of valve products that meet AWWA specifications.

#### **Management:**

John Chalk, Customer Service Manager

#### **Knox Company**

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

#### **Founded:**

1975

#### **Primary Products/Services:**

Locking FDC Plugs and Caps

#### **Market Area:**

U.S. & Canada

#### **Management:**

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

#### **Company Profile:**

The Knox FDC Protection Program is a complete system that provides protection for both the intake and discharge sides of water based fire protection systems. Knox locking FDC products provide protection against thread damage and prevent debris from being lodged into uncovered connections. Locking products are available in a 1 1/2" and 2 1/2" male FDC plug, a 2 1/2" female

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SecureCap® and 4" and 5" StorzGuard®. Plugs and caps come standard with NH threads. Other thread sizes are available upon request. The Knox Key Wrench, controlled by the fire department, secures and operates all locking Knox FDC products. For more information, visit [www.knoxbox.com](http://www.knoxbox.com).



### Loos and Company, Inc.

901 Industrial Boulevard  
Naples, Florida 34104  
Telephone: 239.643.5667  
Toll-Free: 800.321.5667  
FAX: 239.643.4558  
Internet: [www.earthquakebrace.com](http://www.earthquakebrace.com)

**Founded:**  
1958

**Primary Products/Services:**  
Wire Rope, Cable & Fittings

**Market Area:**  
Worldwide

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

**Management:**  
Phillip Cox, Vice President/Sales & Mktg

**Sales Contact:**  
Phillip Cox

**Telephone:**  
800.321.5667

**Fax:**  
239.643.4558

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



### Loos & Company Inc.

Cable Ware Division  
901 Industrial Blvd.  
Naples, Florida 34104  
Telephone: 239.643.5667  
Toll Free: 800.321.5667  
FAX: 239.641.3539  
Internet: [www.earthquakebrace.com](http://www.earthquakebrace.com)

**Founded:**  
1958

**Market Area:**  
Worldwide

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

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

**Sales Contact:**  
Nora Boylan, Sales Mgr. Cust. Serv.

**Telephone:**  
800.321.5667

**Fax:**  
239.643.4558

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



### Lubrizol Advanced Materials

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

**Management:**  
Gary Johnson



### Master Control Systems, Inc.

910 North Shore Drive  
Lake Bluff, Illinois 60044  
Telephone: 847.295.1010  
FAX: 847.295.0704  
Email: [sales@mastercontrols.com](mailto:sales@mastercontrols.com)  
Website: [www.mastercontrols.com](http://www.mastercontrols.com)

**Founded:**  
1965

**Primary Products/Services:**  
Fire Pump Controllers

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

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

are standard on EC-series controllers or DEC-series diesel controllers.



### M.E.P. CAD, Inc.

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

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

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

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

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

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

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

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



### The Metraflex Company

2323 West Hubbard Street  
Chicago, Illinois 60612  
Telephone: 312.738.3800  
Toll-Free: 800.621.4347  
FAX: 312.738.0415  
Internet: www.fireloop.info

**Founded:**

1958

**Primary Products/Services:**

Fireloop & fireDrop

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Sales Contact:**

Zeke Bochenak

**Company Profile:**

Metraflex has been supplying piping specialty products since 1958. With the introduction of the UL listed, Fireloop seismic expansion joint, Metraflex has brought its expertise in seismic expansion joints to the fire sprinkler industry. The introduction and rapid industry acceptance of the Fireloop for fire sprinkler systems, plus its compliance with NFPA 13 guidelines, has made it the seismic expansion joint of choice.

### Miller Sales, Inc.

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

**Founded:**

1979

**Primary Products/Services:**

Wilkins Fire Protection Products

**Market Area:**

Northern Illinois, NE Indiana

**Hours of Operation:**

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

**Management:**

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

**Sales Contact:**

All listed above

**Company Profile:**

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

### Newburgh Windustrial

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

**Management:**

Dean Lucas, President

**Company Profile:**

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

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

NIBCO Inc.

### 1516 Middlebury Street

Elkhart, Indiana 46516  
Telephone: 574.295.3387 3000Toll Free: 800  
234-0227  
FAX: 574.295.3320  
Internet: www.nibco.com

**Founded:**

1904

**Primary Products/Services:**

Fire Protection Valves

**Market Area:**

Worldwide

**Hours of Operation:**

7:30 a.m.-6:00 p.m. EST, Mon.-Fri.

**Management:**

Mark Hamilton, Vice President -Sales & Marketing  
Bill Geers, Director of Valves & Actuation  
Phil Liles, Valve Product Manager  
Sales Contact: Jim Hilfinger, Vice President, Sales-

Wholesale

Pat McAndrew, Chemtrol National Sales Manager

**Company Profile:**

NIBCO manufactures UL, ULC, FMRC, NYC valves for the fire protection market and has expanded to include Brastic™ CPVC sprinkler head adapters. For more information, visit www.nibco.com

### The Noble Company

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

**Management:**

Debbie Kingma, Vice President

### North Alabama Pipe Corporation

5010 Sword Street  
P.O. Box 750  
Guntersville, Alabama 35976  
Telephone: 256.582.8800  
Toll Free: 800. 826.2533  
FAX: 256.582.0233  
Internet: www.nalape.com

**Founded:**

1982

**Primary Products/Services:**

Welding Outlets & Pipe Fabrication Equipment

**Market Area:**

International

**Management:**

Edward H. Hayes, *President*  
Tony ford  
Mary Lou Griffith

**Company Profile:**

Our company started in 1983 and we manufacture NAP 300 threaded weld outlets that are UL/FM Listed. We are also innovators of pipe fabrication equipment which includes our Hole System, Pipe Cut-Off, Lift & Turn, Automatic Welder and Make-On. Our equipment is installed worldwide. Visit our website for additional information.



**PAC Pump & Systems, Inc.**

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

**Founded:**  
2003

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

**Market Area:**  
New Jersey

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

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

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



**Peerless Pump Company**

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

**Founded:**  
1923

**Primary Products/Services:**  
Fire pumps and accessories

**Market Area:**  
Global

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

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

**Sales Contact:**  
Tim Ballengee, VP. Sales, Fire Market

**Telephone:**  
919.656.2243

**FAX:**  
919.654.6791

**Email:**  
tballengee@grundfos.com

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



**Pentair—Aurora Pump,  
Fairbanks Morse, Edwards**

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

**Founded:**  
1909

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

**Market Area:**  
National & International

**Hours of Operation:**  
7:30 a.m.-4:00 p.m. CST M-F

**Management:**  
Susan Kucera, Vertical Mkt. Mgr.-Fire  
David Goddard, V.P. Commercial Sales  
Steve Gordon, Director of Int'l Sales

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

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

edwardsmfg.com or call 888.987.8680 for more information

**Office Locations:**  
800 Airport Rd. No. Aurora, IL 60542  
Tel: 888.987.8680

3601 Fairbanks Ave. KansasCity, KS 66106  
Tel: 888.416.9510

1101 Myers Pkwy. Ashland, OH 44805  
Tel: 888.416.9510.



**PHD Manufacturing, Inc.**

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

**Founded:**  
1972

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

**Market Area:**  
U.S., Europe, Asia

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

**Management:**  
Joe Corvino, President  
Dave Neal, National Sales Manager  
Rick Persing, Nat'l Sales Manager-Sprinkler Division

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

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



**Pipe Fabricators**

8580 Valley Forge Lane N  
Maple Grove, Minnesota 55369  
Telephone: 763.488.8100  
Toll-Free: 866. 747.7473  
FAX: 763.488.8141  
Internet: www.pipefabricatorsps.com

**Founded:**  
1984



**Primary Products/Services:**

Sprinkler supplier with fabrication

**Market Area:**

Minnesota, North Dakota, South Dakota, Nebraska, Illinois, Wisconsin, Iowa

**Hours of Operation:**

5:00 a.m.-10:00 p.m. Mon.-Fri.

**Sales Contact:**

Jerry Fritz, General Manager

**Telephone:**

763.488.8100

**FAX:**

763.488.8140

**Company Profile:**

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

**Plumbers Supply Company**

1000 E. Main St.

Louisville, Kentucky 40206

Telephone: 502-582-2261

Toll Free: 800.626.5133

FAX: 502.540.0330

Internet: www.plumbers-supply-co.com

**Founded:**

1928

**Primary Products/Service:**

Plumbing, Hydronics, HVAC, Fire Protection

**Market Area:**

Kentucky, Tennessee, Indiana, Western West Virginia

**Hours of Operation:**

Mon.-Fri. 7:00 a.m.-5:00 p.m. call 24 hrs. emergency

**Management:**

Sam Alvey, G.M. Fire Protection Sales, all locations

Phone: 502-540-0223

Cell: 502-550-2053

**Inside Sales:**

Louisville, Kentucky

Mike Newton

Phone: 502.540.0332

Cell: 502.817.2079

Sean Post

Phone: 502.540.0322

**Inside Sales:**

Lexington, Kentucky

Ronnie Wilson

Toll Free: 800.467.7586

Local: 859.255.0700

Cell: 859.621.5278

John Jutz, Fire Protection

Outside Sales, KY, TN, So. IN, WV

Phone: 502.540.0272

Cell: 502.376.0639

Brian Roberts, Fire Protection

Outside Sales, IN, part KY

3849 E. Raymond St.

Indianapolis, Indiana 46203

Toll Free: 800.886.2981

Phone: 317.783.2981

Cell: 317.557.1559

FAX: 317.783.2987

**Inside Sales:**

Sales & Quotations Indy and surrounding areas

Jason Davis (use Indy Phones)

Cell: 317.557.0685

Kim Hebauf (use Indy phones)

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

1817 W. Michigan St.

Evansville, Indiana 47712

Toll Free: 800.457.3048

Phone: 812.425.3115

Cell: 812.305.3203

**Company Profile:**

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

**Polymer Molding, Inc.**

1655 West 20th Street

Erie, Pennsylvania 16502

Toll-Free: 800.344.7584

FAX: 814.455.0289

Internet: www.polymermolding.com

**Founded:**

1978

**Primary Products/Services:**

Product Protection

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

Chris Vinson, Vice President, Sales

**Potter Electric Signal Company**

1609 Park 370 Place

St. Louis, Missouri 63042

Toll-Free: 800.325.3936

FAX: 800.768.8377

Internet: www.pottersignal.com

**Founded:**

1898

**Primary Products/Services:**

Fire Sprinkler Monitoring, Signaling Devices

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

Bernard Lears, President, C.E.O.

Bruce LaRue, President, Fire Sprinkler Monitoring Division

**Sales Contact:**

Tim Freiner, Vice President - North American Sales

**Company Profile:**

Established in 1898, Potter Electric Signal Company produces a wide array of products including fire sprinkler monitoring systems and corrosion monitoring, MIC testing, and corrosion mitigation. Potter also manufactures electronic fire systems and boiler/chiller and industrial control products. At Potter, not only do we supply our customers with products that provide real world solutions for their unique needs, we strive to provide them unequalled service and technical support.

Every employee at Potter is committed to providing you, the customer, the peace of mind in knowing that when you purchase our products, you are providing your customers the very best product available for the protection of life and property. Potter is THE Symbol of Protection.

**Potter Roemer**

17451 Hurley Street

Industry, California 91744

Toll-Free: 800.366.3473

FAX: 714.545.3552

Internet: www.potterroemer.com

**Founded:**

1937

**Primary Products/Services:**

Fire Extinguishers, Hoses, Valve Cabinets

## National Fire Sprinkler Association

**Market Area:**  
U.S.A.

**Management:**  
George Brown, Vice President Sales

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



### Quimby Equipment Company, Inc.

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

**Primary Products/Services:**  
Pump Sales

**Management:**  
Greg Ross, Sales Representative



### REHAU Construction LLC

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

**Founded:**  
1948

**Primary Products/Services:**  
PEXa Pipe & Fire Protection Fittings FIREPEX™

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

#### BRANCHES:

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

- Building Technology

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



### The Reliable Automatic

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

**Founded:**  
1918

**Primary Products/Services:**  
Fire Sprinklers, Valves, Special Hazard/Systems, Fire Sprinkler System Components, and Fabrication

**Market Area:**  
Worldwide

**Hours of Operation:**  
7:30 a.m. - 5:30 p.m. EST Mon.-Fri.

**Management:**  
Frank J. Fee, III, President  
Kevin T. Fee, Executive Vice President  
Michael R. Fee, Vice President, Marketing & Sales Operations

**Company Profile:**  
As a major manufacturer of automatic fire sprinklers, valves and special hazards/systems products and a distributor of sprinkler system components, The Reliable Automatic Sprinkler Company, Inc. is your one source for all your fire protection needs. Headquartered in Elmsford, New York, the company has built a new state-of-the-art manufacturing facility in Liberty, South Carolina and has offices strategically located throughout the U.S. and overseas. Reliable is dedicated to developing new innovative products. Go to [www.reliablesprinkler.com](http://www.reliablesprinkler.com) to learn more.

**CORPORATE OFFICE:**  
103 Fairview Park Drive  
Elmsford, NY 10523  
Tel.: 800.821.2138  
[www.reliablesprinkler.com](http://www.reliablesprinkler.com)

**CORPORATE MANUFACTURING FACILITY:**  
1470 Smith Grove Road  
Liberty, SC 29657  
Tel.: 864.843.1700

#### REGIONAL DISTRIBUTION CENTERS & SALES OFFICES:

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

**MID-ATLANTIC REGION:**  
**Washington, DC** (Lorton, VA)  
Tel.: 877.883.8831  
Fax: 877.851.1553

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

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

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

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

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

**Houston, TX**  
Tel.: 866.978.9965  
Fax: 866.978.9979

**Denver, CO**  
Tel.: 877.440.2598  
Fax: 877.205.7230

**WEST COAST REGION:**  
**Los Angeles, CA (Brea)**  
Tel.: 800.352.4365  
Fax: 800.848.6055

**Las Vegas, NV**  
Tel.: 866.927.7775  
Fax: 866.927.7776

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

**FABRICATION:****Grand Prairie, TX:**

Tel: 972.352.6400  
Fax: 972.352.6402

**Portland, OR**

Tel: 503.282.5506  
Fax: 503.282.0092

**INTERNATIONAL:****Toronto Canada**

Tel.: 800.790.6443  
Fax: 800.790.6486

**Western Canada**

Tel.: 604.542.1864  
Fax: 604.542.1894

**Mexico & Latin America**

Tel.: 800.442.6742  
Fax: 800.848.6054

**London, United Kingdom**

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

**Hamburg, Germany**

Tel: +49.40.5589818.71  
Fax: +49.40.5589818.73

**Beijing, PR China**

Tel.: +86.10.87216178  
Fax: +86.10.87216179

**Shanghai**

Tel: +86.21.54037021  
Fax: +86.21.54037022

**Hong Kong, PR China**

Tel.: +852.3421.0648  
Fax: +852.3421.0649

**Adelaide, Australia**

Tel: +61.8.81629555  
Fax: +61.8.81629359

**Relmark Group**

2100 Kimberton Road  
Kimberton, Pennsylvania 19442  
Phone: 484.924.8155

**Primary Products/Services:**

Insurance, Risk Management

**Market Area:**

U.S.A.

**Management:**

Top Myers

**Sales Contact:**

Top Myers

**Telephone:**

610.327.1010 ext. 219 FAX: 610.321.1011

**Company Profile:**

Tired of insurance companies with underwriters and claim handlers that don't understand your business? Looking for an insurance partner? Servicing Fire Sprinkler Contractors are all we do. We partner you and your broker to get you the "right" insurance. RelMark Group is comprised of professionals that are united in their mission to provide quality products and services to sprinkler contractors. In addition to the insurance policy, we provide in-house, dedicated sprinkler claim specialists and "best practices" focused risk management services. Contact your local insurance agent and let RelMark Group Program Managers quote your insurance. Start now for a long-term relationship with professionals who understand your business. You are an expert in fire sprinklers. Why not start working with someone who is an expert in fire sprinkler contractors' insurance. You have nothing to lose. [www.relmarkgroup.com](http://www.relmarkgroup.com)

**Shurjoint Piping Products, Inc.**

4775 East Cheyenne Avenue, Ste 100  
Las Vegas, Nevada 89115  
Telephone: 702.644.4492  
Toll-Free: 877.476.6833  
FAX: 702.644.1091  
Internet: [www.shurjoint.com](http://www.shurjoint.com)

**Founded:**

1975

**Primary Products/Services:**

Grooved Piping Components

**Market Area:**

National & International

**Hours of Operation:**

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

**Management:**

Mark Beach, Vice President  
Brad Johnson, Vice President, USA Operations  
Eric Anderson, Vice President, Technical Sales

**BRANCH OFFICE:****Shurjoint Piping Products**

1380 Beverage Drive #P  
Stone Mountain, Georgia 30083  
Tel: 770.817.0444  
Toll Free: 877.880.6600  
FAX: 770.817.0443

**Company Profile:**

With nearly four decades of experience, Shurjoint is recognized as a world leader in the design and manufacture of grooved, hole-cut, and threaded piping components. Shurjoint offers a full line of

grooved fittings and couplings, a complete line of ductile iron threaded fittings and flow control components. Shurjoint manufacturing facilities are certified to ISO 9001. The company's products are listed, approved and or certified by UL, cULus, FM, VdS, LPCB and others. Shurjoint is a proud member of the NFSA, AFSA, NFPA, and USGBC.

**SIGMA Piping Products Corporation**

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

**Primary Products/Services:**

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

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

**South-Tek Systems**

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

**Management:**

Scott Bodermann, Product Manager

**S-P-D Incorporated**

1167 Tower Road  
Schaumburg, Illinois 60173  
Telephone: 847.882.9820  
FAX: 847.882.9825  
Internet: [www.spdinc.com](http://www.spdinc.com)

**Primary Products/Services:**

NFPA 13D & NFPA 13R Residential Fire Pump Systems

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

David M. Whitfield, President  
Nick Di Giovanni, Vice President

## National Fire Sprinkler Association

Betty Lauer, Office Manager  
Jeff Kubik, Service Manager

### Sales Contact:

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

### Company Profile:

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

### SPP Pumps

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

### Founded:

1875

### Primary Products/Services:

fire pumps and fire pump systems

### Market Area:

Global

### Hours of Operation:

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

### Management:

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

### Sales Contact:

Jimmy Hunt

### Telephone:

770.409.3280 ext. 2204

### Company Profile:

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

## Spears Manufacturing Company

PO Box 9203  
Sylmar, California 91342  
Telephone: 818.364.1611  
FAX: 818.367.3014  
Internet: www.spearsmfg.com

### Primary Products/Services

Fittings and Valves

### Management:

Wayne Spears, President

## Specialized Fire & Security, Inc.

20 Cotliss Road  
Suite 9  
Riverdale, New Jersey 07470  
Telephone: 973.616.8771  
Fax: 973.860.5600

### Management:

Chris Kelly, President  
Steve DiRenzo, VP

### Company Profile:

Specialized Fire & Security is a special hazards system sub contractor. We provide Clean Agent systems including FE-227, NOVEC 1230, High and Low Pressure Carbon dioxide suppression systems as well as complete fire detection and controls packages for water based systems.

We are distributors for Siemens Fire Safety and Ansul Fire Protection as well as others.

We can provide a complete turnkey package including electrical installation of systems as required for any project.

## Starfire Systems, Inc.

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

### Primary Products/Services:

Fire suppression and detection systems for critical facilities.

### Management:

Darrel Malek, President

## Starfire, Inc.

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

### Founded:

1987

### Primary Products/Services:

Fire Protection Material

### Market Area:

Midwest & Southwestern U.S./International

### Hours of Operation:

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

### Management:

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

### Sales Contact:

Gil Brzezinski, Vice President Tel: 414.483.5959

### FAX:

414.483.1566

### Email:

GilB@starfireusa.com

### BRANCH OFFICE:

#### Starfire, Inc.

1391 N. Kraemer Blvd.  
Anaheim, CA 92806  
Tel: 714.632.8713  
Toll Free: 800.444.6144  
FAX: 714.632.1014  
Email: PaulB@starfireusa.com  
Sales Contact: Paul Bennett

**Company Profile:**

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

**Superior Systems, Inc.**

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

**Founded:**

1991

**Hours of Operation:**

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

**Management:**

David Alexander, President  
Aaron Alexander, Project Manager

**Sales Contact:**

David Alexander, President

**Company Profile:**

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

**Suppression Systems, Inc.**

301 South 4th Street  
Pennsburg, Pennsylvania 18073  
Telephone: 215. 679.6291  
Toll Free: 800.360.0687  
FAX: 215.679.6028  
Internet: www.suppressionsystems.com

**Founded:**

1983

**Primary Products/Services:**

Special Hazard Fire Protection/Fire alarms

**Market Area:**

NY, PA, NJ, MD, DE, VA

**Hours of Operation:**

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

**Management:**

Jeff Lambert, President  
J. David Winder, Suppression Sales Manager  
David Moyer, Operations Manager

**Sales Contact:**

Keith Altmiller, Sales Rep

**System Sensor**

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

**Founded:**

1984

**Primary Products/Services:**

Fire Sprinkler System Monitoring Products

**Market Area:**

Worldwide

**Hours of Operation:**

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

**Management:**

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

**Sales Contact:**

Chuck Kitts, Director of Fire Sprinkler Sales

**Company Profile:**

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

**Talco Fire Systems**

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

**Founded:**

1981

**Primary Products/Services:**

Packaged Residential Pump Systems

**Market Area:**

National

**Hours of Operation:**

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

**Management:**

Victor Tallon, President  
Gary Ike, General Mgr.  
Steve Ike, Sales/Marketing Mgr.  
Scott Shaffer, Product Specialist

**Sales Contact:**

Steve Ike, Sales Mgr.

**Telephone:**

503.668.1231

**FAX:**

503.688.1234

**Company Profile:**

Talco manufactures package pump systems including residential 13, 13R systems and packaged systems that meet the standards of NFPA 20. See our website at talcofire.com for more detailed information, which includes drawings and data in CAD format.

**Tank Connection**

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

**Primary Products/Services:**

Water Storage Tanks

**Market Area:**

Worldwide

**Hours of Operation:**

Mon.-Fri. 6:00 a.m.-6:00 p.m.

**Management:**

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

**Sales Contact:**

## National Fire Sprinkler Association

Vince Horton, V.P. Liquid Sales  
Tel: 6200.423.3010  
FAX: 620.423.3999

### Company Profile:

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

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

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



### Telgian Corporation

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

### Primary Products/Services:

Engineering/Consulting/Design/Loss Control.

### Market Area:

U.S., Canada, Mexico, Latin America, Caribbean  
Hours of Operation: M-F 8:00 a.m.-5:00 p.m. local time

### Management:

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

### Sales Contact:

Ryan Smith

### Telephone:

480.621.5024

### FAX:

480.753.5450

### Company Profile:

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

### OFFICES:

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

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

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

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

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

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

5500 Democracy Dr. Ste 100  
Plano, TX 75024  
Tel: 972.608.8855  
FAX: 972.781.2499  
Contact: Russ Mower

### Thermafit Industries, Inc.

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

### Manangement:

Armond Sarkisian, CEO

### TOLCO®, a Brand of Cooper B-Line

1375 Sampson Avenue  
Corona, California 92879  
Telephone: 951.737.5599  
Toll-Free: 800.786.5266  
FAX: 951.737.0330  
Internet: www.tolco.com

### Founded:

1967

### Primary Products/Services:

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

### Market Area:

Worldwide

### Hours of Operation:

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

### Management:

Cooper B-Line: Rick Duft, VP Mechanical Sales  
TOLCO®, George Von Gnatensky, Director of Sales, Fire Protection  
Eric Grant, Engineering Solutions East  
Greg Shaughnessy, Product Manager Seismic  
Alex Schickling, Engineering Solutions West

### Sales Contact:

George Von Gnatensky, Director of Sales, Fire Protection

### Telephone:

951.737.5599 ext. 220.

### Company Profile:

TOLCO®, a brand of Cooper B-Line, is a manufacturer of quality, UL/FM pipe hangers, supports, UL/FM and OSHPD Approved seismic bracing, with over 45 years of experience in the residential and commercial fire protection markets. The TOLBrace®, seismic bracing calculation software is widely accepted as the standard in the industry. TOLCO®, has recently introduced a series of new products including the Figure 828 Universal Structural Sway Brace Attachment and the Figure 28M, Offset Hanger and Restraint for CPVC Fire Sprinkler Pipe.

Cooper B-Line is a world leader in quality metal framing and support systems products.  
www.bline.com – www.tolco.com.



### Tyco Fire Protection Products

1400 Pennbrook Pkwy  
Lansdale, Pennsylvania 19446  
Telephone: 215.362.0700  
Toll Free: 800.558.5236  
FAX: 800.877.1295  
Internet:  
www.Tyco-Fire.com  
www.tyco-rapidresponse.com  
www.sprinkcad.com  
www.ansul.com  
www.pyrochem.com  
www.grinnell.com

#### Founded:

1850

#### Primary Products/Services:

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

#### Hours of Operation:

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

#### Management:

Colleen Replier, President  
Suzanne Rowland, V.P. & G.M., Americas  
James Golinveaux, G.M., Water Fire Suppression  
Products  
Aaron Saak, Global Marketing, Director, Water Fire  
Suppression Products

#### Sales Contact:

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

#### Company Profile:

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

#### BRANCHES:

##### Avon

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

### Brea

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

### Carol Stream

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

### Coppell

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

### Decatur

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

### Jessup

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

### Kent

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

### Norristown

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

### Murray

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

### Parma

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

### Pompano

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

### Tigard

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

### N. Kansas City

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



### United Brass Works, Inc.

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

#### Founded:

1910

#### Primary Products/Services:

Valves

#### Market Area:

Worldwide

#### Hours of Operation:

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

#### Management:

Mike Berkelhammer, President  
Jim Sattler, Sales Manager

#### Sales Contact:

Jim Sattler, Sales Manager  
Email: jim.sattler@ubw.com

#### REGIONAL WAREHOUSE:

##### United Brass Works, Inc.

221 Commerce Park Ct.  
N. Las Vegas, Nevada 89032  
Telephone: 800.423.7353  
FAX: 702.628.9904  
Contact: Benny Littreal, Operations Manager

#### Company Profile:

United Brass Works manufactures a wide range of bronze and ductile iron valves for fire protection applications. Bronze products include globe and angle valves, swing checks, ball drips, three-way

## National Fire Sprinkler Association

gauge valves as well as OS&Y gate valves. Ductile iron products include UL/FM wafer check valves, groove check valves and male by female check valves.



### Uponor Inc.

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

#### Founded:

1620 *yes*, 1620

#### Primary Products/Services:

Life, safety and comfort system solutions

#### Market Area:

Worldwide

#### Management:

Eric Skare, Product Manager

#### Company Profile:

Uponor is a worldwide leader in radiant heating, plumbing and residential fire sprinkler systems using cross-linked polyethylene PEX-a tubing. Uponor is recognized for delivering intelligent, intuitively designed products that set the highest standards in the industry. Uponor AquaSAFE™ residential fire sprinkler systems are designed as an extension of your home's plumbing. Using proven Uponor PEX-a-tubing and ProPEX® fittings, AquaSAFE™ systems are available in configurations that meet or exceed NFPA 13D requirements. So, not only will an AquaSAFE™ system save lives, it'll save money on installation and insurance costs too.



### USA Tank Storage Systems

14174 Highway 43  
Seneca, Missouri 64865  
Telephone: 417.776.2500  
FAX: 417.776.2524  
Internet: www.usatanksales.com

#### Founded:

1978

#### Primary Products/Services:

Fire Protection/Water Storage Tanks

#### Hours of Operation:

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

#### Management:

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

#### Sales Contact:

Steve Currence

#### Company Profile:

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



### Victaulic Company

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

#### Founded:

1925

#### Market Area:

Global

#### Management:

Bob Freidl, V.P., Market Dev.

#### Company Profile:

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



### Viega North America

301 N. Main 9th Flr  
Wichita, Kansas 67202  
Telephone: 316.425.7400  
Toll Free: 800.976.9819  
FAX: 316.425.7618  
Internet: www.viega.com

#### Founded:

1899

#### Primary Products/Services:

Plumbing, Heating, Pipe Joining

#### Market Area:

North America

#### Management:

Dan Schmierer, CEO  
Dave Garlow, V.P. Sales  
Christian Gottermier, V.P. of Market Innovations  
Adina Barnes, Director of Market Intelligence

#### Sales Contact:

Viega Inside Sales

#### Telephone:

800.976.9819

#### Company Profile:

Founded in 1899, Viega manufactures and distributes the highest quality plumbing, heating and pipe-joining systems in the world. With innovative systems like copper and stainless ProPress®, ProRadiant™ and PureFlow®, Viega is the global leader in residential, commercial and industrial piping applications



### The Viking Corporation

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

#### Founded:

1897

#### Primary Products/Services:

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

#### Market Area:

Worldwide

#### Hours of Operation:

24/7/365

#### Management:

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

#### Sales Contact:

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

#### Company Profile:

Together, the companies of the Viking Group (Viking Corporation, Viking SupplyNet, Viking Fabrication Services, Viking Plastics, VGS® Grooved



Piping Systems and Viking Special Systems) provide integrated solutions for any fire protection challenge. With a comprehensive range of products and services, Viking provides much more than fire protection hardware. We help streamline the work of our customers. We help improve their quality of service. We help them grow their business.

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

#### BRANCH OFFICES:

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

#### VIKING SUPPLYNET – SOUTH REGION

Viking SupplyNet (**Atlanta**)  
800 Westlake Pkwy, Suite 820  
Atlanta, GA 30336  
Telephone: 800-234-2443  
Fax: 404-346-6771  
south@supplynet.com  
Sales Contact: Adam Owens, Terry Pickvet,  
Jeff Trew

Viking SupplyNet (**North Atlanta**)  
100 Piedmont Court, Suite A  
Doraville, GA 30340  
Telephone: 770-446-3068  
Fax: 770-446-3713  
south@supplynet.com  
Sales Contact: Jeff Trew

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

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

Viking SupplyNet (**Houston**)  
6911 Fairbanks North Houston Road, Suite 100  
Houston, TX 77040  
Phone: (713) 896-8464  
Fax: (713) 896-8429

south@supplynet.com  
Sales Contact: Paul Swan

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

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

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

#### VIKING SUPPLYNET – WEST REGION

Viking SupplyNet (**Los Angeles**)  
4100 Bonita Place, Unit B  
Fullerton, California 92835  
Telephone: 800-366-1727  
Fax: 714-992-4630  
west@supplynet.com  
Sales Contact: Dave Swanson, Jim Gudger,  
Dan Juliano

Viking SupplyNet (**Phoenix**)  
625 E. Watkins Street  
Phoenix, Arizona 85004-2935  
Telephone: 602-252-0400  
Fax: 602-252-2028  
west@supplynet.com  
Sales Contact: Paul Cress, Dan Juliano

Viking SupplyNet (**San Francisco**)  
30996 Santana Street  
Hayward, California 94544  
Telephone: 510-429-7295  
Fax: 510-429-7297  
west@supplynet.com  
Sales Contact: Dean Engel, Dan Juliano

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

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

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

Viking SupplyNet (**Sacramento**)  
5081 Kelton Way, Suite 100  
Sacramento, California 95838  
Telephone: 916-923-1080  
Fax: 916-923-1748  
west@supplynet.com  
Sales Contact: Dean Engel, Dan Juliano

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

#### VIKING SUPPLYNET – MIDWEST REGION

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

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

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

Viking SupplyNet (**St. Louis**)  
1600 Park 370 Place, Suite 10  
Hazelwood, Missouri 63042  
Telephone: 314-291-4800

## National Fire Sprinkler Association

Fax: 314-291-4806  
northcentral@supplynet.com  
Sales Contact: Dan Koziol, Tom Bowers

Viking SupplyNet (**Kansas City**)  
1886 N. Topping Avenue  
Kansas City, Missouri 64120  
Telephone: 816-231-8211  
Fax: 816-231-8220  
northcentral@supplynet.com  
Sales Contact: Dan Koziol, Tom Bowers

Viking SupplyNet (**Minneapolis**)  
2079 Ellis Avenue  
St. Paul, Minnesota 55114  
Telephone: 651-644-1264  
Fax: 651-644-1275  
northcentral@supplynet.com  
Sales Contact: Jason Wardour, Tom Bowers

### VIKING SUPPLYNET – EAST REGION

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

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

Viking SupplyNet (**Baltimore**)  
8310 Sherwick Court  
Jessup, Maryland 20794  
Telephone: 301-490-5514  
Fax: 301-490-5367  
east@supplynet.com  
Sales Contact: Jim Dooley

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

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

### VIKING FABRICATION SERVICES

#### – U.S. LOCATIONS

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

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

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

Viking Fabrication Services (**Sacramento**)  
5081 Kelton Way, Suite 100  
Sacramento, California 95838  
Telephone: 916-923-1080  
Fax: 916-923-1748  
vfsSacramento@supplynet.com  
Sales Contact: Dean Engel, Dan Juliano

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

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

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

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

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

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

### CANADA

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

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

Viking SupplyNet (**Calgary**)  
#42 4216 54th Avenue SE  
Calgary, Alberta T2C 2E5  
Phone: (403) 203-5681  
Fax: (403) 203-5682  
calgary@supplynet.com  
Sales Contact: Wayne Gurba, Harv Hughey

Viking SupplyNet (**Halifax**)  
44 Borden Avenue  
Dartmouth, Nova Scotia B3B 1C8  
Telephone: 902-450-5194  
Fax: (902) 450-3411  
halifax@supplynet.com  
Sales Contact: Wayne Brown, Harv Hughey

SCS Canada (**Quebec**)  
1935 Lionel Bertrand Blvd.  
Boisbriand, Quebec J7H 1N8

Telephone: 450-430-7031  
 Fax: 450-430-9170  
 scs@polygon.ca

#### LATIN AMERICA AND THE CARIBBEAN

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

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

#### EUROPE - HEADQUARTERS

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

#### ADDITIONAL LOCATIONS - EUROPE

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

#### ASIA - HEADQUARTERS

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

#### ADDITIONAL LOCATIONS - ASIA

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

#### SOUTHERN HEMISPHERE LOCATIONS

##### Australia

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

##### South Africa

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

##### New Zealand

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

##### Viking Sales & Services - Auckland

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

##### Watts

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

##### Management:

Ken Nolan, National Product Manager

##### Company Profile:

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

##### Wheatland Tube Company

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

##### Founded:

1877

##### Primary Products/Services:

Sprinkler, Standard Pipe, Mechanical A53 and A106 Seamless Fence Framework and electrical conduit. Sales Contact: Bob Bussiere, GM Fire Sprinkler Sales Company Profile: Wheatland Tube Company has a broad range of listed and approved steel pipe for use in fire sprinkler systems., from our engineered light wall family of Mega products to standard wall schedule 10 & 40 with sizes to 8". MIC SHIELD™ is the only factory applied antimicrobial coating approved by FM and Lubrizol for use in hybrid sprinkler systems in conjunction with CPVC fire sprinkler systems. Wheatland has products to suit your steel sprinkler applications. For engineering ease, Wheatland also offers the needed seismic and hydraulic calculation data on all products for proper design applications.

##### Wheeler-Rex

3744 Jefferson Rd.  
 PO Box 688  
 Ashtabula, Ohio 44004  
 Telephone: 440.998.2788  
 Toll Free: 800.321.7950  
 FAX: 440.992.2925  
 Internet: www.sheelerrex.com

##### Founded:

1954

##### Primary Products/Services:

Tools for plumbing/waterworks/fire sprinkler/ industrial and utilities

##### Market Area:

USA & International

##### Management:

Tim Bowler, Vice President  
 Sam Woodland, National Sales Mgr.  
 Bryan Stright, Engineer

##### Sales Contact:

Sam Woodland, National Sales Mgr.

##### Company Profile:

Wheeler-Rex is a specialty tool manufacturer of pipe cutting & working tools, pipe threading machines, hydrostatic test pumps, pipe cutters, tube tools, plastic pipe tools, valve exercisers, shut off tools,

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pipe wrenches, drilling & tapping tools, fastening tools, hole cutters, crimping tools, vise stands and trash pumps for the Plumbing, Industrial, Rental, Fire Sprinkler, Waterworks and Utility Markets.

### Wilkins, a Zurn Company

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

#### Founded:

1906

#### Primary Products/Services:

Valves for Fire Suppression Systems

#### Market Area:

Worldwide

#### Hours of Operation:

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

#### Management:

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

#### Sales Contact:

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

#### Company Profile:

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

### Xerxes Corporation

7901 Xerxes Avenue South  
Minneapolis, Minnesota 55431  
Telephone: 952.887.1890  
FAX: 952.887.1882  
Internet: www.xerxes.com

#### Founded:

1979

#### Primary Products/Services:

Underground Storage Tanks

#### Market Area:

United States

#### Management:

Tom Tietjen, Vice President, Sales and Marketing

#### Sales Contact:

Kristi Peterson, Marketing Manager.  
Telephone: 952.887.1828

#### Company Profile:

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

### Zurn Pex, Inc.

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

#### Founded:

1900

#### Primary Products/Services:

PEX for Residential Fire Sprinkler Systems

#### Market Area:

United States & Canada

#### Hours of Operation:

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

#### Management:

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

#### Company Profile:

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



## International Fire Sprinkler Association Members

### Allied Tube

16100 S. Lathrop Ave.  
Harvey, Illinois 60426  
Telephone: 708.225.2125  
Toll Free: 800.659.7730



### FM Approvals

1151 Boston-Providence Turnpike  
P.O. Box 9102  
Norwood, MA 02062  
United States  
Phone: +1 (1) 781 762 4300  
Fax: +1 (1) 781 762 9375  
information@fmapprovals.com  
Contact: Peter Stavrianidis



### Job GmbH

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



### Lubrizol Advanced Materials

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



### Minimax GMBH & Co. KG

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



### Potter Electric Signal Company

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



### Reliable Automatic Sprinkler Company

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



### Tyco Fire & Building Products

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



### Tyco Fire Products

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



### Victaulic

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



### Viking Group

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



# NFSA PROFESSIONAL MEMBERS GUIDE

## AR Sanchez & Associates

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

## Accént Fire Engineering International, Ltd.

4001 Office Court Drive  
Suite 606  
Santa Fe, New Mexico 87507  
Tel: 800.503.1961  
FAX: 505.474.3923  
Email: accentfire@aol.com  
Contact: Jerry D. Watts, S.F.P.E., President  
Services: Full-service fire protection engineering.  
Licensed FPEs & architects. Plans review services &  
expert witness. Certified Inspectors (CFI) & Forensic  
specialists. Licensed in AZ, CA, CO, NM, TX, MD and  
NY, MS, NJ

## AEM, Inc.

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

## AES Associates, Inc.

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

## AES Insurance Company

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

## Albert F.G. Bedinger Consulting Engineers, P.C.

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

## Allianz Risk Consulting, LLC

P.O. Box 3331  
Iowa City, Iowa 52244-3331  
Tel: 319.354.9800  
FAX: 319.354.1010  
Contact: Traci Huffman, Sr. Consulting Engineer  
Email: traceh67@mchsi.com

## Altieri Sebor Wieber Consulting Engineers

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

## Alvine Engineering

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

## Angus Incorporated

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

## Aon Fire Protection

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

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

## Applied Fire Protection Services

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

## Aquatech, Inc.

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

**Associated Technical Services, Ltd.**

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

**Associates Engineering Systems LLC**

5445 Wakefield Ave.  
Racine, Wisconsin 53406  
Tel: 262.898.9160  
Website: [www.associatesengineering.com](http://www.associatesengineering.com)  
Contact: Mark E. Miller, P.E., President  
Services: Consulting and design of fire protection systems. Please see website for details.

**Assurance Agency, Ltd.**

One Century Centre  
1750 E. Golf Rd.  
Schaumburg, Illinois 60173  
Tel: 847.463.7296  
FAX: 847.440.9127  
Website: [www.assuranceagency.com](http://www.assuranceagency.com)  
Contact: Gary Peterson, Sr. Vice President  
Email:  
Services: Assurance offers expertise in all likes of business and personal insurance, employee benefits programs, bond placement, claims management and human resource consulting. Ranked by Business Insurance magazine among the top 50 brokers in the U.S., Assurance offers access and in many cases preferred brokerage status, to well over 100 of the top -rated carriers throughout the country

**ATCO Fire Protection Services, Inc.**

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

**Atlantic Design Resources, Ltd.**

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

**BCE Engineers, Inc**

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

**BCER Engineering, Inc.**

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

**BMT Engineering, P.C.**

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

**Bardane, Inc.**

10471 Hart Branch Circle  
Orlando, Florida 32832  
Tel: 407.399.5081  
FAX: 407.386.6668  
Contact: Paul Johnson

**Bear Consulting, Inc.**

523 E. Park Blvd. 2nd flr.  
Villa Park, Illinois 60181  
Telephone: 312.753.9674  
Contact: Barry Waterman  
Email: [barry.waterman@gmail.com](mailto:barry.waterman@gmail.com)

**Briggs & Stratton**

4231 S. Griffin Ave.  
Milwaukee, Wisconsin 53207-5041  
Tel: 414.256.5170  
Contact: George Borowski  
Email: [barowski.george@basco.com](mailto:barowski.george@basco.com)

**Building & Environmental Consultants**

1019 Airpark Drive  
Sugar Grove, Illinois 60554\*-9585  
Tel: 630.803.2071  
FAX: 630.556.9710  
Contact: James Daniel  
Email:  
[jdaniel@building-investigations.com](mailto:jdaniel@building-investigations.com)

**C & S Wholesale Grocers, Inc.**

7 Corporate Drive  
Keene, New Hampshire 03431  
Tel: 508.889.5005  
Contact: Nicholas Williams, Sr. Mgr, Fire Protection  
Email: [niwillia@cswg.com](mailto:niwillia@cswg.com)

**Cadtech**

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

**Calico-Sterling Company**

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

**Cascade Fire Tech, Inc.**

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



**Center Line Design, Inc.**

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



**Centerline Design LLC**

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



**Cinco, Inc.**

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



**Circles and Lines Design, Inc.**

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



**Closson Insurance Agency, LLC**

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



**Coastwise Fireguard, Inc.**

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



**Code Consultants, Inc.**

2043 Woodland Parkway, Ste 300  
St. Louis, Missouri 63146  
Tel: 314.991.2633  
FAX: 314.991.4614  
Website: www.codeconsultants.com  
Contact: Michael Kim, P.E.  
Services: Internationally recognized fire protection and life safety consulting firm, providing a diverse range of crucial fire protection and life safety consultation and design services.



**Coker Engineering**

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



**Collado Engineering**

116 South Broadway  
Tarrytown, New York 10591  
Tel: 914.332.7658  
FAX: 914.332.7659  
Contact: Albert Collado, P.E.



**Columbia Engineering**

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



**Consulting Engineering Services, Inc.**

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



**Crane Engineering**

2355 Polaris Lane North  
Plymouth Minnesota 55447  
Tel: 763.557.9090  
FAX: 763.557.0710  
Contact: David Hallman



**Creighton Engineering**

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



**Cummings & Associates**

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



**Dave Watson Associates**

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



**Davidson Fire Protection Services, Inc.**

5270 Princeton Rd.  
Liberty Township, Ohio 45011-8412  
Tel: 513.887.0016  
Fax: 513.887.0059  
Contact: Ralph Davidson, C.E.T.  
Services: 40 years water based system design and consulting experience. Preliminaries, detailed shop drawings & hydraulic calculations. NICET certified. Will travel.



**Design Line Fire Protection, Inc.**

7910 171st Lane NW  
 Ramsey, Minnesota 55303  
 Tel: 763.274.0768  
 FAX: 763.241.1659  
 Email: dsgline@aol.com  
 Contact: Bruce Thomas, Owner  
 Services: Design, stocklisting etc.

**Donald Mayo-Fire Protection Consultant, Inc.**

150 Grove Circle  
 Pleasant Hill, California 94523  
 Tel: 925.933.6299  
 Website: www.donaldmayo.com  
 Contact: Donald Mayo, President  
 Services: Code consulting, fire detection & suppression systems specifications, risk and hazard assessment, plan review for code and standards compliance, property inspections and life safety analysis.

**Draw 4 Me Fire Systems**

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

**DRB Fire Inspection Services, LLC**

PO Box 434  
 Tangerine, Florida 32777  
 Tel: 352.348.8110  
 FAX: 352.383.5309  
 Contact: Daryl R. Bailey, Owner/Manager  
 Services: Fire and life safety code consulting, independent fire and life safety code inspections, assist with needed fire flow calculations, assist with hydrant flow testing, CAD drawings; backflow preventer testing; property analysis; assist with dealing with local authorities.

**Dunn Well LLC.**

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

**Dyne Technologies LLC**

2357 Ventura Drive  
 Woodbury, Minnesota 55125  
 Tel: 651.917.0644  
 FAX: 651.917.0646  
 Contact: Joan Leedy

**EBL Fire Engineering-Div. of EBL Engineers**

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

**EGI Mechanical, Inc.**

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

**Earthwise Architecture**

41 Barton St.  
 Millerton, New York 12546  
 Tel: 845.233.1133  
 Contact: Raymond Nelson  
 Email: earthwisearch@gmail.com

**Eli Lilly and Company**

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

**Elite Sprinkler Design & Consulting, Inc.**

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

**Ellsworth Engineering**

152 Honness Lane  
 Ithaca, NY 14850  
 Tel: 607.273.1631  
 FAX: 607.273.3286  
 Contact: Harry Ellsworth

**Engineered Fire Systems, Inc.**

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

**Engineering Dynamics Corp.**

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

**Exponent Failure Analysis Associates®, Inc.**

17000 Science Drive Suite 200  
 Bowie, Maryland 20715  
 Tel: 301.291.2515  
 FAX: 301.291.2598  
 Contact: Andrew Blum, CFEI  
 Website: [http://www.exponent.com/fire\\_protection\\_engineering/](http://www.exponent.com/fire_protection_engineering/)  
 Services: Provide engineering failure analysis and forensic fire protection engineering services for subrogation and litigation purposes. Also perform traditional fire/life safety evaluations/analyses



**Fire Design, Inc.**

104 Row Two Suite A-6  
Lafayette, LA 70508  
Tel: 337-261-8807  
FAX: 337-261-8808  
Website: www.fire-design.com  
Contact: Cliff Whitfield, President  
Services: Using 3D AutoSprink design software, we provide fire sprinkler design based on experience, cost effectiveness and common sense. NICET level IV-27 years experience



**Fire Protection Consulting**

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



**Fire Protection de Colombia**

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



**Fire Protection Design Consultant**

2294 Georgetown Circle  
Aurora, Illinois 60503  
Telephone: 630.638.



**Fire Protection Design, Inc.**

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



**Fire Safety Consultant, Inc.**

509 Latsmere Dr.  
Harrisburg, Pennsylvania 17109  
Tel: 717.561.8787  
FAX: 717.561.7877  
Contact: Richard Botts, P.E., President



**Fire Safety Consultants, Inc.**

2420 Alft Ln.  
Elgin, Illinois 60124  
Tel: 847.697.1300  
FAX: 847.697.1310  
Contact: Jimbo schifiliti  
Email: jimbo@fiersafetyfsci.com



**Fire Sprinkler Design, Inc.**

114 Laura Court  
Hamilton, Ohio 45013  
Tel: 800.939.0066  
FAX: 513.844.2818  
Contact: Bill Schmidt, President



**Fire Sprinklers by Design LLC**

1748 Venus Ave.  
Arden Hills, Minnesota 55112  
Tel: 651.247.6861  
Contact: David Clark  
Email: fsbd-llc@usfamily.net



**Fire Systems Enterprise, Inc.**

PO Box 12573  
Albany, New York 12212  
Tel: 518.381.6026  
FAX: 518.381.6026  
Contact: Richard Fifield



**Fire System Services**

40 Beach Road  
Ossining, New York 10562  
Tel: 914.941.0338  
FAX: 914.944.0809  
Email: fss2@optimum.net  
Services: Design of residential and commercial sprinkler systems, forensic engineering.  
Contact: Roland Asp, V.P., Senior Designer



**Fire Tech Productions, Inc.**

7966 Cloy Rd  
Centerville, Ohio 45459  
Tel: 937.434.3473  
Fax: 937.434.3019  
Website: www.firetech.com  
Contact: Lisa Salzman, VP  
Debbi Kinderdine, Business Manager  
Services: Online courses, webinars, seminars, reference text, customized training for the fire protection industry, NICET prep. State courses, CEU's, CPD's.



**Florida Fire Protection Consultants, Inc.**

3397 Beulah Vista Ct.  
Fleming Island, Florida 32003  
Tel: 904.579.1335  
FAX: 904.579.2434  
Email: info@ffire.com  
Website: www.ffire.com  
Contact: Jim Duke, President  
Services: Fire protection design services. Our goal is to ensure the most accurate and efficient systems are designed and installed, ultimately saving you time and money.



**Forensic Services Group**

7315 N. Layman  
Indianapolis, Indiana 46250  
Tel: 317.577.0477  
Contact: David Zedonis  
Email: dzedonis@forensicsg.com



**FP Engineering**

2614 Canterbury Circle  
Rockledge, Florida 32955  
Tel: 234.560.2401  
Email: fpengineering@cfl.rr.com  
Contact: Gaylon "Clay" Claiborne, FPE  
Services: We provide economical plan review, certification and 61G15 design services, for Florida's fire protection contractors that are practical and local (fire sprinkler, alarm ad suppression).

**FPS Ingenieria S.C.**

PO Box 2812  
120 W. Cole Rd.-Ste 5  
Calexico, California 92231  
Tel: 686.841.0300  
Contact: Frank Guzman Hernandez

**Furman Insurance Agency**

1314 E. Atlantic Blvd.  
Pompano Beach, Florida 33060  
Tel: 954.943.5050  
FAX: 954.590.9964  
Contact: Carlos Chinchilla

**Gagnon Engineering**

2660 Daisy Road  
Woodbine, Maryland 21797  
Tel: 301.461.6949  
FAX: 301.489.0140  
Website: [www.gagnonengineering.net](http://www.gagnonengineering.net)  
Contact: Robert M. Gagnon, Fire Protection Engineer  
Services: Fire protection engineering services: design, calculation, review, supervision of fire protection and detection systems.

**GoCAD, LLC**

3168 Willow Springs Circle.  
Venice, FL. 34293  
Tel: 941.244.0252  
FAX: 888.234.4150  
Contact: Gus Olson

**Griffith Engineering**

1432 Russell Ave.  
Jefferson City, Tennessee 37760  
Tel: 865.471.0255  
FAX: 865.471.0256  
Contact: Randy Wells

**Hakenwerth Fire Sprinkler Design**

359 Shockdrake Ct.  
Wentzville, Missouri 63385  
Tel: 636.332.9578  
FAX: 636.327.8750  
Email: [hfsdesign@centurytel.net](mailto:hfsdesign@centurytel.net)  
Contact: Tony Hakenwerth, Owner  
Services: Fire sprinkler system design.

**Harrington Group, Inc.**

3055 Breckinridge Blvd. Ste 310  
Duluth, Georgia 30096  
Tel: 770.564.3505  
FAX: 770.564.3509  
Website: [www.hgi-fire.com](http://www.hgi-fire.com)  
Contact: Jim Tuten  
Services: Fire protection engineering, safety & health engineering, property loss control consulting, post loss investigation, litigation consulting.

**Hawk Fire Design, LLC**

177 Jupiter Trail  
Weatherford, Texas 76088  
Tel: 817.594.4454  
FAX: 817.594.9775  
Contact: Mark Davis  
Email: [hawkfire@uwmmail.com](mailto:hawkfire@uwmmail.com)  
Services: Fire sprinkler system design services. NICET III certified and RME-G. Utilize HydraCAD and AutoSprink design software. Can provide drawings for BIM Coordination.

**Hazard Fire Protection Engineering, Inc.**

222 Capitol Court  
Ocoee, Florida 34761  
Tel: 407.877.5578  
FAX: 407.656.8026

**HCC & Associates, Inc.**

3 Mill Park Court  
Newark, Delaware 19713  
Tel: 302.369.6901  
FAX: 302.369.6902  
Contact: Hal Cohen

**Henderson Engineers, Inc.**

8345 Lenexa Drive  
Lenexa, Kansas 66214  
Tel: 913.742.5400  
FAX: 913.742.5001  
Contact: Eric Neill, Sr. Designer

**Horizon Engineering & Fire Protection, Inc.**

14725 Balgowan Rd. #205  
Miami Lakes, Florida 33016  
Tel: 305.512.4002  
FAX: 305.512.4003  
Contact: Juan Fajet, P.E.

**Hughes Associates, Inc.**

3610 Commerce Dr.  
Ste 817  
Baltimore, Maryland 21227  
Tel: 410.737.8677  
FAX: 410.737.8688  
Contact: Phillip DiNenno, Don Hopkins

**Hurricane Design/Build Group**

111 Tech Dr. Ste 300  
Sanford, Florida 32771  
Tel: 407.774.9003  
FAX: 407.774.8477  
Contact: Tom Anderson, P.E.  
Email: [tom@hurricanegroup.com](mailto:tom@hurricanegroup.com)

**Hydro Fire Services**

5814 S. 6th Street  
Tampa, Florida 33611  
Tel: 813.442.6776  
Contact: Charles Ben Toney

**HYT Corporation**

3498 Clayton Rd. Ste 101  
Concord, California 94519  
Tel: 925.681.2731 x12  
FAX: 925.681.2733  
Contact: Bret Tresidder

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**Ib-n-LCC**

2588 S. Florida St.  
Mobile, Alabama 36606  
Tel: 251.635.7582  
Contact: Tin Neuman  
Email: tn@ib-n.net

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**Icon Fire Systems Design**

92-324 Puenani Pl.  
Kapolei, Hawaii 96707  
Tel: 808.672.7214  
FAX: 808.672.7214  
Thomas Burtness, Owner

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**IFSC**

6820 Green Hollow Way  
Highland, Maryland 20777  
Tel: 301.490.7803  
FAX: 301.490.5607  
Contact: Jaime Moncada  
Email: jam@ifsc.us

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**Integral Group**

314 Beulah Rd.  
Sandston, Virginia 23150  
Tel: 804.737.0232  
Contact: Robbie Shearon  
Email: jshearon@integral-group.net

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**InterCode Inc.**

777 E. Atlantic Ave. Ste. 301  
Delray Beach, Florida 33483  
Tel: 561.278.0922  
FAX: 561.771.1701  
Contact: Amanda Hickman

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**Interface Engineering**

708 SW 3rd Ave.  
Ste 400  
Portland, Oregon 97204  
Tel: 503.382.2266  
FAX: 503.382.2262  
Contact: Kathleen Roach, CFPS  
Email: kathleenr@interfaceengineering.com

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**Iron Mountain**

12 Old Cross St.  
Hanover, Massachusetts 02339  
Tel: 617.542.2827  
FAX: 617.542.7291  
Contact: Don Hirsch

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**J&T Consulting, LLC**

8220 Rob Lane  
Indianapolis, Indiana 46237  
Tel: 317.889.4300  
FAX: 317.889.1895  
Contact: Timothy Callas, President

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**Jacobs Engineering**

1942 Breazale Rd.  
Lenoir City, Tennessee 37771  
Tel: 865.310.9129  
Contact: Penny Thomas-Williams  
Email: pthomas387@yahoo.com

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**John Deere Horicon Works**

300 North Vine St.  
Horicon, Wisconsin 53032  
Tel: 920.485.5239  
Contact: Michael Thieme

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**JW Fire Sprinkler Design**

9 Nickelsburg Rd. #102  
Monroe, New York 10950  
Tel: 845.222.3636  
Contact: Joel Werzberger

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**K & E Fire Protection**

1605 Violet Ave.  
Jackson, New Jersey 08527  
Tel: 732.644.6597  
FAX: 732.780.6310  
Contact: Douglas MacDonald  
Email: d.macdonald@kelfire.com

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**K & E Fire Protection Corporation**

14 Plaza Nine  
Manalapan, New Jersey 07726  
Tel: 732.644.6597  
FAX: 732.780.6310  
Contact: Douglas MacDonald

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**Kelso-Regen Associates, Inc.**

6709-B 201 Sherlake Lane #101  
Knoxville, Tennessee 37922  
Tel: 865.588.5348  
FAX: 865.558.8267  
Contact: John Regen

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**Kerr Greulich Engineers, Inc.**

1534 Ormsby Station Court  
Louisville, Kentucky 40223  
Tel: 502.426.9457  
FAX: 502.426.2945  
Website: www.kerr-greulich.com  
Contact: Kenneth Hoffman, COO  
Services: Consulting engineering firm specializing in mechanical, electrical and industrial design. We primarily focus on buildings in the commercial, educational, healthcare, institutional and industrial markets.

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**Kohler Ronan Engineers**

301 Main St.  
Danbury, Connecticut 06801  
Tel: 203.778.1017  
Contact: Kevin Czarniecki

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**Leber/Ribes., Inc.**

2300 Yonge St. Ste 2100  
Toronto, Ontario M4P1E4  
916.515.9331  
FAX: 916.515.1640  
Contact: Mohammad Dadgardoust

**Lehigh Valley Engineering**

1 W. Broad St.  
Bethlehem, Pennsylvania 18018  
Tel: 610.866.3620  
FAX: 610.866.3830  
Contact: George Gatanis

**LKPB Engineers, Inc.**

1935 West County Rd. B2  
Suite 300  
Roseville, Minnesota 55113  
Tel: 651.288.6106  
FAX: 651.288.6156  
Website: www.lkpb.com  
Contact: Peter Polvin  
Services: Mechanical and electrical design consulting services, including fire protection/life safety systems.

**Lockheed Martin Mission Service**

6201 Balsam St.  
Cocoa, Florida 32927  
Tel: 321.853.9561  
FAX: 321.730.2739  
Contact: Kerry Hammers

**Lockheed Martin/KAPL, Inc.**

10 Sheffield Dr.  
Clifton Park, New York 12065  
Tel: 585.395.6446  
Contact: Richard Malek

**Lund Fire Protection, Inc.**

PO Box 459  
Norwalk, Iowa 50211  
Tel: 515.981.0912  
FAX: 515.981.0913  
Contact: Jonathan Lund

**M.Trummel & Associates**

PO Box 10  
Cabt, Arkansas 72023  
Tel: 501.605.0780  
FAX: 501.605.8673  
Contact: Kent Stewart, Max Trummel

**M/E Engineering, P.C.**

10 Airline Drive, Ste 201  
Albany, New York, 12205  
Tel: 518.533.2171  
FAX: 518.533.2177  
Website: www.meengineering.com  
Contact: Beth Ann Bilger, Project Designer

**Malek & Associates Consultants, Inc.**

3560 S. Iowa Ave.  
St. Francis, Wisconsin 53235  
Tel: 414.483.0100  
FAX: 414.483.1211  
Contact: David Malek, President

**McNeil & Company-FireWatch Insurance Program**

20 Church St.  
Cortland, New York 13045  
Tel: 717.646.8886  
FAX: 717.646.8887  
Website: www.mcneilandcompany.com  
Contact: Shawn Yingling, Program Manager  
Services: National Insurance Program for the total Fire Protection Industry. Risk Management and Loss Control Services provided to clients.

**MDE, Inc.**

700 South Industrial Way  
Seattle, Washington 98108  
Tel: 206.622.2007  
FAX: 206.622.2248  
Contact: Michael Fitz, P.E., VP

**Mechanical Designs, Ltd.**

19 Erie Dr.  
PO Box 2188  
Natick, Massachusetts 01760  
Tel: 508.653.5452  
FAX: 508.655.1318  
Contact: Maurice Pilette

**MEP Associates, Inc.**

2720 Arbor Court  
Eau Claire, Wisconsin 54701  
Tel: 715.832.5680  
FAX: 715.832.5668  
Contact: Timothy Coach

**MEP Design Group**

508 S. Spring Ave.  
Tyler, Texas 75702  
Tel: 903.597.3444  
FAX: 903.597.3430  
Contact: Lowrie Floyd, Jr.

**Merck & Company, Inc.**

2 Merck Dr. WS2W-12  
Whitehouse Station, New Jersey 08889  
Tel: 908.423.4220  
FAX: 908.735.1390  
Contact: Dave Kerr

**MFP Design, LLC**

2508 E. Lodgepole Dr.  
Gilbert, Arizona 85298  
Tel: 480.505.9271  
FAX: 866.430.6107  
Contact: Travis Mack

**MG Fire Design, Inc.**

16688 Shurmer Road  
Strongsville, Ohio 44136  
Tel: 440.878.9621  
FAX: 440.878.3939  
Contact: Mark G. Karr, President  
Services: We provide fire protection design for commercial, industrial, residential, retrofit and limited area systems. We proudly design with MEPCAD's AutoSPRINK software.



**Michael Walters Fire Protection Design, LLC**

8680 County Road 26  
Jenera, Ohio 45841  
Tel: 419.722.2719  
Contact: Michael Walters, Owner  
Services: Automatic sprinkler design and consulting.



**Midwest Sprinkler Design**

2801 B Lincoln Ave. Ste 6  
Evansville, Indiana 47714  
Tel: 812.453.8648  
FAX: 812.477.3366  
Contact: John Kohtala  
johnk@midwestsprinkler.net



**Mile High Design Group, LLC**

5151 Bannock St.  
Denver, Colorado 80603  
Tel: 303.291.1012  
FAX: 303.383.5023  
Contact: Timothy N. Trostel, Jr., SET-President  
Services: Fire Sprinkler layout, design and consulting,  
all CAD design-3D design, NAVIS coordination,  
Hazen-Williams, Darcy-Weisbach formula calcs, stock  
listing, plan reviews.



**MJR/Senter P.C.**

2117 1st Ave. North  
Birmingham, Alabama 35203  
Tel: 205.214.3860  
FAX: 205.214.3864  
Website: www.mjr-senter.com  
Contact: Mike Reddington, Principal  
Services: Fire protection design and consulting  
firm. Staffed by registered engineers, we provide  
consultation, design and systems commissioning for  
fire protection projects.



**T. Mohr Design, LLC**

13300-56 S. Cleveland Ave. #271  
Fort Myers, Florida 33907  
Tel: 239.313.0657  
FAX: 239.772.7005  
Website: www.tmohrdesign.com  
Contact: Carolyn Mohr  
Services: Complete Fire sprinkler Design Service:  
custom Hydraulic Calc Plates with your logo,  
complete permitting service.



**Mortier Engineering**

144 E. 14th Ave.  
Eugene, Oregon 97401  
Tel: 541.484.9080  
FAX: 541.484.6849  
Contact: Tamarra Martino



**National Fire Control**

2427 W. Lake Hazel Rd.  
Meridian, Idaho 83642  
Tel: 208.284.5339  
FAX: 866.807.5083  
Contact: Nick Anderson  
Services: Fire sprinkler design, NICET Level IV.



**Nebraska Public Power District**

72676-648 A Ave.  
Brownville, Nebraska 68321  
Tel: 402.825.5081  
FAX: 402.825.5102  
Contact: Clifford Long



**Nelson Architectural Engineers, Inc.**

2740 Dallas Pkwy  
Plano, Texas 75093  
Tel: 469.429.9000  
FAX: 469.326.5200  
Contact: Nick Huser



**Neptune Fire Protection Engineering**

60 Ocean Blvd. Ste 15  
Atlantic Beach, Florida 32233  
Tel: 904.652.4200  
FAX: 904.212.0868  
Contact: Stephen Kowkabany, Owner  
Services: Design of fire sprinkler systems, fire alarm  
systems, site fire protection, smoke control systems,  
passive fire protection systems, life safety and special  
hazard systems.



**NFPA**

1 Batterymarch Park  
Quincy, Massachusetts 02169  
Tel: 617.984.7458  
FAX: 617.984.7110  
Contact: Chris Dubay



**Norfire Design, Inc.**

1011 2nd St. North  
Ste 100  
St. Cloud, Minnesota 56303  
Tel: 320.656.1345  
FAX: 320.656.5319  
Contact: Ed Meijer  
Email: emejier@norfire.com



**Northeast Fire Systems**

140 Union St.  
Vernon, Connecticut, 06066  
Tel: 860.894.7447  
FAX: 860.896.7448  
Contact: William Cieslak



**Northstar Fire Design & Consulting, Inc.**

P.O. Box 27421  
Prescott Valley, Arizona 86312  
Telephone: 928.772.6805  
FAX: 928.772.6805  
Contact: Brian Gustke  
Email: brianprescott@yahoo.com



**Northwest Sprinkler Designs**

2753 Belvue Dr.  
Missoula, Montana 59801  
Tel: 406.721.0862  
FAX: 406.728.3746  
Contact: Bryan Kendrick

**Northwest Sprinkler Designs, LLC**

18207 E. 10th Ave.  
Spokane Valley, Washington 99016  
Tel: 509.924.0520  
FAX: 509.924.5348  
Email: nwsd1@comcast.net  
Contact: Rene Gordon, Owner  
Services: Fire Sprinkler Design

**NRG Consultants Inc.**

PO Box 377  
Jamison, Pennsylvania 18929  
Tel: 215.491.1318  
FAX: 215.491.3796  
Contact: Richard Hallowell, President  
Services: Design of fire sprinkler systems for commercial and industrial facilities. Forensic analysis of failed or faulty fire sprinkler systems.

**N.W. Fire Sprinkler Design**

1419 S. Winter Rd.  
Spokane Valley, Washington 92212  
Tel: 509.927.5052  
Contact: Ron Sawyer  
Email: ronsawyer1@msn.com

**Performance Consultants, Inc.**

31 Massaconnic Trail  
Holland, Massachusetts 01521  
Tel: 413.245.3716  
Website: www.pci-fire.com  
Contact: William Pucci, P.E., President  
Services: Licensed fire protection engineers (MA/CT/ME), sprinkler system design and analysis, hazards analysis, code consulting, expert witness/litigation support, training.

**Peterson-Bernard**

1550 Southern Blvd. #300  
West Palm Beach, Florida 33046  
Tel: 561.686.5005  
FAX: 561.471.5603  
Contact: Eric Peterson

**Philip R. Sherman, P.E.**

PO Box 216  
Elkins, New Hampshire 03233  
Tel: 603.526.6190  
FAX: 603.526.4979  
Contact: Philip R. Sherman P.E., Consulting Engineer  
Services: Fire Protection Engineering & Code Consulting

**Phiscon Enterprises, Inc.**

213 S. Davis Ave.  
Audubon, New Jersey 08106  
Tel: 852.310.9088  
FAX: 852.310.0487  
Contact: Philip Sconyo, P.E., President

**Pierce Atwood**

100 Summer St. Ste. 2250  
Boston, Massachusetts 02110  
Telephone: 617.888.8134  
Contact: Larry Varn, Esq.  
lvam@pierceatwood.com

PPL Generation  
2 N. 9th St.  
Allentown, Pennsylvania 18101  
Tel: 610.774.6820  
FAX: 610.774.4622  
Contact: Rick Schartel

**PrestonFire Protection Design, Inc.**

471 Eldron Ave.  
Deltona, Florida 32738  
Tel: 407.312.3166  
Contact: David Preston  
Email: david.preston@att.net

**Princeton University/  
Office of Design & Construction**

MacMillan Bldg.  
Princeton, New Jersey 08512  
Tel: 609.258.6706  
FAX: 609.258.2298  
Contact: Robert Allen

**PRO3, Inc.**

19910 West 161st St  
Olathe, Kansas 66062  
Tel: 913.747.2050  
Fax: 913.829.8690  
Website: www.pro3inc.com  
Contact: Jack Poole, PE, Principal  
Services: PRO3 provides a turn-key Design-Build solution for general contractors that are looking for a single-source to provide all fire protection engineering design, construction and commissioning services.

**Pro Fire Systems LLC**

181 High Street  
Nutley, New Jersey 07110  
Tel: 973.338.3800  
FAX: 973.338.6499  
Website: www.profiresystems.com  
Contact: Len Guancione, Owner  
Services: Fire protection and alarm systems designers-consultants-engineers. Specializing in water based, foam and dry chemical systems. Design, coordinate and fabrication listing of pipe installations.

**Professional Fire Systems, Inc**

948 Kailu Pl.  
Honolulu, Hawaii 96825  
Tel: 808.396.5595  
FAX: 808.394.5595  
Contact: Thomas McClintock

**Protection Development, Inc.**

8620 New Braunfels Ave. Ste 100  
San Antonio, Texas 78217  
Tel: 210.828.7533  
FAX: 210.828.7534  
Contact: Peter Vallone

**Pro-Tek Fire Systems, Inc.**

PO Box 87  
Morris, Oklahoma 74445  
Tel: 918.633.1090  
Contact: Bryan Dinnon

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**PSJ Engineering, Inc.**

900 John Nolan Dr. Ste. 204  
Madison, Wisconsin 53713  
Tel: 608.251.5820  
FAX: 608.251.4774  
Website: www.psjengineering.com  
Contact: James Mickowski  
Email: jim@psjengineering.com  
Services: Specializing in the design of heating, ventilating, air conditioning, plumbing and fire protection systems.

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**RA Kenz Company**

275 Calvary Ln.  
Naples, Idaho 83847  
Tel: 208.267.9776  
FAX: 208.267.6332  
Contact: Robert Kenz, President

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**RASK Fire-Life Safety, LLC**

203 West State Road 130  
Valparaiso, Indiana 46385  
Tel: 219.531.0167  
FAX: 219.531.6312  
Website: www.rasklifesafety.com  
Contact: Steven Sutton, President  
Services: Systems designs, all life safety inspections and maintenance, certified licensed back flow services, certified licensed home inspection water testing, 24-hour help line.

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**Ralph Gerdes Consultants**

5510 S. East St. Ste. E  
Indianapolis, Indiana 46227  
Tel: 317.787.3750  
FAX: 317.637.3511  
Contact: Ralph Gerdes, Owner

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**Reeke-Marold Company**

1337 Broadway  
Green Bay, Wisconsin 54304  
Tel: 920.435.5377  
FAX: 920.435.5379  
Contact: Peter Neilio  
Email: pneilio@reekemarold.com

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**Ritchie Fire Protection**

PO Box 867  
Cibolo, Texas 78108  
Tel: 210.659.6801  
FAX: 210.659.1418  
Contact: Ralph Ritchie, Owner

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**RJF Agencies, Inc.**

7225 Northland Dr. North Ste. 300  
Minneapolis, Minnesota 55248  
Tel: 763.746.8229  
FAX: 763.746.8329  
Contact: Greg Sandvig

---

**RM Arsenault Engineering, Inc.**

92 Queen St. Ste. 4  
Charlotte, PE C1A481  
Tel: 902.892.5232  
FAX: 902.892.1010  
Contact: Rick Arsenault, P.E.

---

**Robert Cummings & Associates PLLC.**

181 Bow Bog Rd.  
Bow, New Hampshire 03304  
Tel: 603.496.3933  
Fax: 603.224.7467  
Contact: Bob Cummings, P.E.  
Services: Fire protection engineering and consulting.

---

**Robert W. Sullivan, Inc.**

629 Main St. Ste. 203  
Charlestown, Massachusetts 02129  
Tel: 617.523.8227  
FAX: 617.523.8016  
Contact: Edwin Kotak, Jr., Sr. Fire Prot. Des.

---

**Rockwell Fire Systems, Inc.**

1158 Ginger Circle  
Weston, Florida 33326  
Tel: 561.371.2774  
Contact: David Thomas, S.E.T.  
Services: Experienced design and consulting services.  
Class I licensed and insured.

---

**Rodkin Cardinale Consulting Engineers, PC**

214 W. 29th St.  
New York, NY 10001  
Tel: 212.239.1892  
FAX: 212.239.6412  
Contact: Dominic Cardinale, PE

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**Rolf Jensen & Associates**

600 W. Fulton St. Ste. 500  
Chicago, Illinois 60661  
Tel: 312.879.7200  
FAX: 312.879.7210  
Website: www.rjainc.com  
Contact: Sarah Heilig, Director Marketing Media  
Services: Fire protection engineering, life safety and security consulting services ranging from code analysis, master planning and systems design to fire/smoke/egress modeling, performance-based design, emergency management and commissioning.

---

**RSA Engineering, Inc.**

2522 Arctic Blvd.  
Anchorage, Alaska 99503  
Tel: 907.276.0521  
FAX: 907.276.1751  
Contact: Mark Frischkorn

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**S.C. Johnson Wax**

1525 Howe St. M/S337  
Racine, Wisconsin 53403  
Tel: 262.260.3802  
FAX: 262.260.4554  
Contact: Anthony Karwowski, Staff Mechanical Engineer

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**S.S. Dannaway Associates, Inc.**

720 Iwilei Rd. Ste. 412  
Honolulu, Hawaii 96817  
Tel: 808.526.9019  
FAX: 808.537.5385  
Website: www.ssdafire.com  
Contact: Samuel Dannaway, PE-President  
Services: Fire protection engineering services.



**Sacred Heart Medical Center**

3333 Riverbend Dr.  
Springfield, Oregon 97477  
Tel: 541.222.1140  
Contact: Noel Cooley, Richard Robbins

**Sentinel Sprinkler Design, Ltd**

8108 Kirkwall Court  
Towson, Maryland 21286-8321  
Tel: 410.337.3636  
Email: ssdltd@sentinelsprinkler.com  
Contact: John H. Josselyn, President  
Services: Design, hydraulic calculations, project management, material and fabrication lists for sprinkler, standpipe and fire pump systems using Hydratec software.

**Shield Fire Protection, Inc.**

235 River Ave.  
Lakewood, New Jersey 08701  
Tel: 732.370.8633  
FAX: 732.905.6706  
Contact: Victor D'Angelo, President

**Siemens Industry, Inc.**

8403 Benjamin Rd. Ste. F  
Tampa, Florida 33634  
Tel: 813.261.8752  
FAX: 866.898.4294  
Contact: Jeremy Lembo

**Slicer & Associates**

PO Box 1647  
West Chatham, Massachusetts 02669  
Tel: 508.945.5074  
FAX: 866.395.6172  
Contact: J. Sargent Slicer

**Smith Seckman Reid, Inc.**

237 Bancroft Cove  
Franklin, Tennessee 37064  
Tel: 615.804.1086  
Contact: Robert Trotter

**Sprinkler Technology Design, Inc.**

2011 N. 22nd Ave. Ste. 4  
Bozeman, Montana 59718  
Tel: 406.582.1936  
FAX: 406.585.8332  
Website: www.sprinklertechnologydesign.com  
Contact: David Hughes, Jr., PE-President  
Email: dhughes@sprinklertechnologydesign.com  
Services: Fire Protection and Fire Alarm Engineering Services.

**Staggs & Fisher Consulting Engineers, Inc.**

3264 Lochness Dr.  
Lexington, Kentucky 40517  
Tel: 859.271.3246  
FAX: 859.271.3613  
Contact: Kevin Middleton

**Stanley Consultants, Inc.**

225 Iowa Ave.  
Muscatine, Iowa 52761  
Tel: 563.264.6234  
FAX: 563.264.6658  
Contact: Marlys Grete

**Sternco Engineers, Inc.**

PO Box 1132  
Yuma, Arizona 85366  
Tel: 928.782.3601  
FAX: 928.782.1088  
Contact: Robert Ramos

**Strong Fire Design**

4057 Dream Day  
Las Vegas, Nevada 89129  
Tel: 702.526.5465  
Contact: Richard Strong

**Summit FP Tech Service**

3602 Summit Ave.  
St. Louis, Missouri 63129  
Tel: 314.413.6790  
FAX: 314.200.9788  
Contact: Ed Loeffelmann  
Email: edl@summitfpstech.com

**Superiorland Electronics, Inc.**

1585 Aspen Dr.  
Ishpeming, Michigan 49849  
Tel: 906.786.3533  
FAX: 906.485.4798

**Sylvester Design Consultants**

2976 Palmarie Dr.  
Poland, Ohio 44514  
Tel: 330.757.9259  
FAX: 330.757.9259  
Website: www.sylvesterdesign.com  
Contact: John Sylvester, V.P.  
Email: john@sylvesterdesign.com  
Services: Fire Protection Design Services

**Systems Approach, Ltd.**

3 Mill Park Court  
Newark, Delaware 19713  
Tel: 302.454.1000  
FAX: 302.454.4750  
Contact: James Delp

**Technical Fire Service LLC**

PO Box 3898  
Guaynabo, PR 00970  
Tel: 787.287.9548  
FAX: 787.790.2429  
Contact: Luis Roig

**Terri Leyton Consulting, Inc. (TLC FIRE)**

1444 Nashville St  
San Diego, California 92110  
Tel: 619.684.5845  
Fax: 619.684.5845  
Website: www.tlcfire.com  
Contact: Terri Simmons Leyton, President  
Email: terri@tlcfire.com  
Services: Fire Protection Consulting Services, Training, AHJ Relations



**The Protection Engineering Group, PC**

14585 Avion Pkwy Ste. 150  
Chantilly, Virginia 20151  
Tel: 703.488.2282  
FAX: 703.488.9994  
Contact: John O'Neill



**The Rock Brook Consulting Group**

2351 US Hwy 130 Ste. 2  
P.O. Box 900  
Dayton, New Jersey 08810-0900  
Tel: 732.438.1600  
FAX: 732.438.1605  
Contact: Karen Papsin, P.E.  
Website: www.therockbrook.com



**Thomas Polise Consulting Engineer, P.C.**

133 W. 19th St.  
New York, New York 10011  
Tel: 212.645.1002  
FAX: 212.645.3905  
Contact: William Polise



**TK Engineering Company**

2137 Glen Lily Rd.  
Bowling Green, Kentucky 42101  
Tel: 615.566.3614  
FAX: 615.672.1494  
Contact: Steve Escue  
Services: Sprinkler system design intent documents for AHJ approval, sprinkler system shop drawings.



**Triad Fire Consultants**

4195 Chino Hills Pkwy  
Chino Hills, California 91709  
Tel: 951.536.1420  
FAX: 909.393.1516  
Website: www.triadfireco.com  
Contact: Arion Gnotta, President  
Services: High piled storage permit design and submittal services.



**Truvue Inspection Technologies**

12 Emmet Drive  
Niskayuna, New York 12309  
Tel: 518.859.0122  
FAX: 518.275.0792  
Contact: Doug Nadeau



**Truvue Inspection Technologies**

98 Lee St. Ste. 100  
West Boylston, Massachusetts 01563  
Tel: 508.735.9327  
FAX: 508.846.8442  
Contact: Lionel Bella



**Tuazon Engineering**

4322 NE 7th St.  
Renton, Washington 98059  
Tel: 425.917.1683  
FAX: 425.917.1705  
Contact: Eric Tuazon, P.E.



**United Fire & Safety**

4611 NE Martin Luther King Jr. Blvd.  
Portland, Oregon 97211  
Tel: 503.249.0771  
FAX: 503.249.0572  
Contact: Ed Wallace, Service Mgr.



**Un-leaded Design, Inc.**

2804 W. Detroit St.  
Broken Arrow, Oklahoma 74012  
Tel: 918.808.7509  
Contact: Ronald Fujikawa  
Email: uldfire@gmail.com



**Upstate Fire Protection Engineering**

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



**Value Engineering, LLC**

490 West Rolling Meadows Dr. Ste. A  
Fond du Lac, Wisconsin 54937  
Tel: 920.322.9683  
FAX: 920.322.9685  
Contact: James Michels



**Veritas Fire Engineering, Inc.**

12364 W. Alameda Pkwy Ste. 135  
Lakewood, Colorado 80228  
Tel: 303.985.3300  
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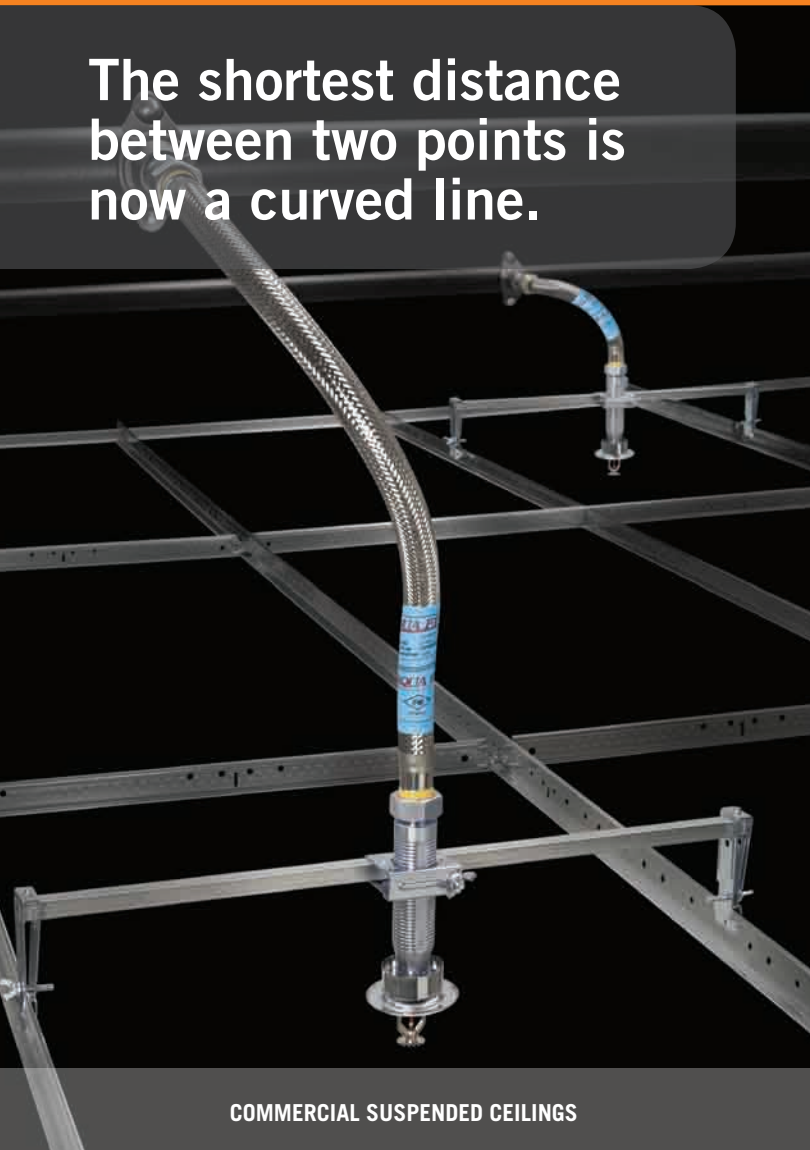


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# A Fire Sprinkler Guide to the 2012 International Plumbing Code (IPC)

By Jeff Hugo, CBO

**T**he International Plumbing Code (IPC) is one of the model codes in the ICC family of codes. The intent of this code is to provide minimum standards to safeguard the public by regulating the design and installation of plumbing equipment and systems. The IPC is applicable to all

separate licenses and they bid, design and install separate systems. In some cases, a plumbing company obtains the correct license to install fire sprinklers and vice versa, a fire sprinkler contractor may have a plumbing division to install the plumbing along with the fire sprinkler system on a job. In most jurisdictions, only a licensed

assembly is required can be found in IPC Table 608.1. However, Table 1.1 in this article completes the searching for backflow requirements in the IPC

Column one references IPC Section 608.16.4 that requires backflow protection for fire sprinkler systems and standpipe systems when connected to

Potable Water Supply Connected to:	Entire System Contains: Additives, Antifreeze, or Non-Potable Secondary Water	Portion of System Contains: Additives or Antifreeze	Backflow Assembly	Hazard	Performance Standard	Inspection and Testing Standard
608.16.4	608.16.4.1	608.16.4.1	608.13.2 & 608.13.3	202	Chap. 14	312.10
Fire Sprinkler Standpipe			Double check fire protection backflow prevention assembly	Pollution	ASSE 1015 CSA B64.5.1	ASSE 5015 CSA B64.10
Fire Sprinkler Standpipe			Double check detector fire protection backflow prevention assemblies	Pollution	ASSE 1048	ASSE 5048 CSA B64.10
Fire Sprinkler Standpipe	Fire Sprinkler Standpipe	Fire Sprinkler Standpipe	Reduced pressure principle fire protection backflow prevention assembly	Contamination or Pollution	ASSE 1013 CSA B64.4.1	ASSE 5013 CSA B64.10
Fire Sprinkler Standpipe	Fire Sprinkler Standpipe	Fire Sprinkler Standpipe	Reduced pressure detector fire protection backflow prevention assemblies	Contamination or Pollution	ASSE 1047	ASSE 5047 CSA B64.10

commercial, industrial and residential occupancies except one and two family dwellings, of which would be regulated by the plumbing portions of the IRC. This article will be concerned with the fire sprinkler end of the business in the IPC for enforcers, designers, and contractors.

In most jurisdictions, the plumbing trade and the fire sprinkler trade are

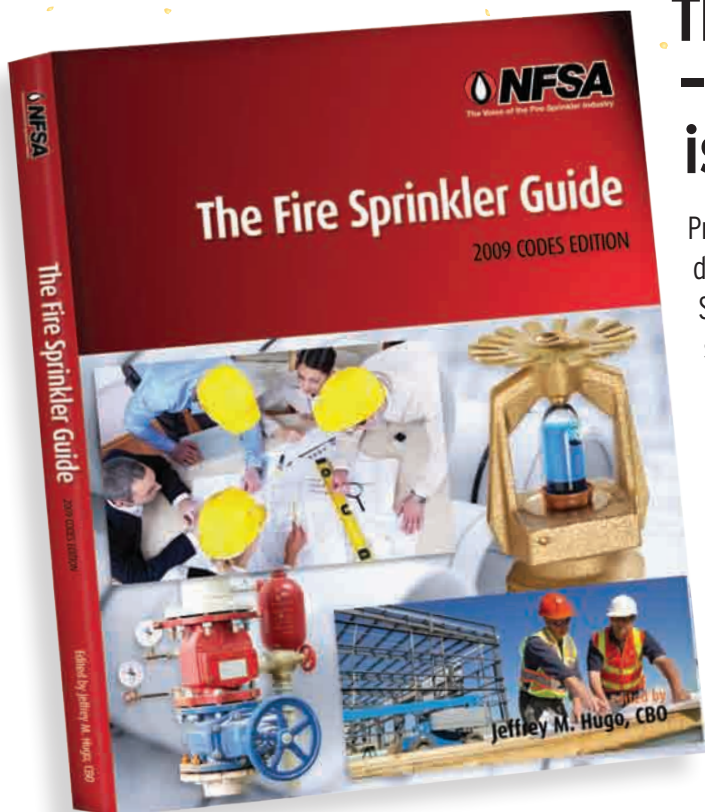
plumber (usually a Master Plumber) can only install, inspect, test and maintain the backflow assemblies.

The IPC doesn't have too much to do with fire sprinkler systems with one exception and that is for backflow protection. Backflow is required for fire sprinklers and standpipe systems in Section 608.16.4 and a quick guide to what



Jeff is NFSA's Manager of Codes

Jeff Hugo, CBO



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a potable water supply. This is the most common system connection. The most common and most economical backflow assembly is the double check fire protection backflow assembly or the double check detector fire protection backflow assembly. These two assemblies also offer the least friction loss when designing fire sprinkler systems. This section exempts backflow protection from fire sprinkler and standpipe systems that do not have fire department connections. Dry, preaction and deluge fire sprinkler systems are also exempt from backflow protection.

Column two and three reference IPC Section 608.16.4. These two columns address when a fire sprinkler or standpipe system or a portion thereof, is connected to a potable water supply and the system has additives or antifreeze installed in the piping system or additional connections are made to a non-potable secondary supply. This is where the "RPZ" requirement comes from for antifreeze loops.

Column four is designates the type of backflow assembly. The 2012 IPC has made some minor changes in their backflow assembly terminology to match the titles of the performance standard's titles.

Column five references the correct hazard that a backflow assembly should protect against. In IPC Table 608.1, the hazard reference is low or high and it is up to the user to find out the definitions.

Table 1-1 states the correct hazard terminology. The IPC ties the two double check assemblies to protect from pollution and the two "RPZ's" to protect against contamination. 2012 IPC defines the two hazards as follows:

**Pollution:** An impairment of the quality of the potable water to a degree that does not create a hazard to the public health but that does adversely and unreasonably affect the aesthetic qualities of such potable water for domestic use.

**Contamination:** An impairment of the quality of the potable water that creates an actual hazard to the public health through poisoning or through the spread of disease by sewage, industrial fluids or waste.

The sixth column references the correct performance standard as referenced throughout IPC Section 608. The appropriate year for the referenced standards in any ICC code can be found in the Referenced Standards chapter. In the IPC, referenced standards are in Chapter 14.

The seventh and last column addresses the standard for the inspection and testing of these backflow devices. This requirement comes from IPC Section 312.10. Annual inspections are required for all backflow assemblies and testing is required for the device annually, after installation (new or relocation), and after repairs. ①



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By Joanne Genadio

How many of you know where this quote came from? How many more of you know some of the lines by heart? For those of you who didn't have a television back in the day, didn't ever stay home sick from school and watch tv, or don't get the TV-Land channel where episodes still run, these lines are from the classic and timeless I Love Lucy.

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So, what's the point? The point is that you know as well as I that there's a little bit of Lucy Ricardo in all of us. Who hasn't stood in front of the mirror and uttered a famous line from a movie?

*"You talkin' to me?"*

*"You're gonna need a bigger boat."*

*"Take your stinkin' paws off me, you damn, dirty ape."*

*"I'm going to make him an offer he can't refuse."*

I don't even have to tell you what movies these lines came from.

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Frankly, I hope this is not the first time you are hearing about this. I've talked about it before in past membership columns, it's explained as a benefit in information you receive when you join the Association. And, frankly, I can't understand why more SAM members don't take advantage of it.

Come on, there's a little bit of Lucy in all of us! We'll even help you with production and polishing up your script if you'd like. How can you resist?

Now, do me a favor. Help me win a bet with my boss, David Vandeyar. While I think he doubts that anyone even reads my articles, despite the humor and words of wisdom I often impart, I've made a bet

with him that I'd get at least one phone call from a SAM member interested in doing a **SAM Friday**. So please, if any of you have made it to the end of this article (which you have to admit is often - besides Mr. Pamplin's - the most entertaining thing in this entire magazine) give me a call and schedule a **SAM Friday**. It will do us all at NFSA headquarters good to see a few of Vandeyar's George Washington's squinting from the sunlight as he takes them out of his pocket.

So, channel your inner Lucy and take advantage of what I think is one of the best perks of being an NFSA SAM member - stream live right into the offices of your target audience for FREE. Call me at 845.878.4200 ext. 118 or email [genadio@nfsa.org](mailto:genadio@nfsa.org) and we'll get started. Or... are you too pooped to pop? ☺



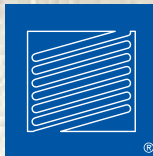
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# Plastic Pallets

**T**he material world seems to be comprised of more and more plastic. This includes products, packaging and even the pallets used in storage facilities. Adding more plastics in the surrounding environment can increase the fire hazard present in a space. When installing fire sprinkler systems, there are provisions for using plastic pallets in the storage arrangements as well as storing the plastic pallets if they are not in use.

It is important to begin with a definition for palletized storage. Palletized storage is defined in NFPA 13, 2010 Edition as "storage of commodities on pallets or other storage aids that form horizontal spaces between tiers of storage." The pallet itself provides a platform for the commodity upon but is not solid. The openings in the pallet are typically designed to aid in moving the pallet loads from one location to another, such as by a fork lift truck. However, the spaces within the pallet easily allow for air to circulate during a scenario and supply oxygen to the fire. This can make control and/or suppression of the fire challenging.

Traditionally, pallets are made of wood. Wood, of course, is an ordinary combustible material. Trends are to make more products from plastic, which creates higher heat release rates over wood in a fire scenario. A plastic pallet is defined as "a pallet having any portion of its construction consisting of a plastic material." Plastic pallets may be reinforced or unreinforced. When pallets are reinforced (using another material, one example

is steel), they are less likely to bend and collapse during a fire and by holding their shape they assist the fire by allowing airflow to the commodity on the pallet. This leads to additional requirements when using or storing plastic pallets.

## Storing on Plastic Pallets

Commodity classifications include a pallet for the commodity to sit on, as it would when stored in the field. The baseline used is wood pallets. When pallets are made of metal or materials that have shown equivalency through testing/listing to wood pallets, they are treated the same as the baseline wood pallets. When plastic pallets are used, the additional heat release created during a fire needs to be accounted for by modifying the commodity class of the storage arrangement.

If unreinforced plastic pallets are being used, the commodity class for Class I through Class IV is increased one class per Section 5.6.2.2 of NFPA 13. It specifies that the pallet would be unreinforced polypropylene or unreinforced high-density polyethylene plastic pallets. If the commodity is Group A plastics then no increase is required as the protection scheme would already accommodate plastic materials. Unreinforced plastic pallets are required to be permanently marked indicating that they are unreinforced. If there is no symbol to indicate this, then the pallets would have to be treated as reinforced pallets. Unfortunately, many plastic pallet manufacturers have not marked their product

even though they are unreinforced. Therefore, the sprinkler system would have to be planned for reinforced pallets.

Class I through Class III commodities will be increased two classes when using reinforced plastic pallets. Class IV commodities will be increased one class for reinforced plastics as that puts it at a Group A plastics level, which is planned for the heat release rates and fire conditions of plastics. Similar to unreinforced pallets, the plastic material needs to be polypropylene or high-density polyethylene. As the modification in commodity class is two classes for reinforced and one class for unreinforced, it is obvious why the marking on unreinforced pallets is so desirable.

There is a benefit for using bigger orifice sprinklers when storing commodities on plastic pallets. Where the storage arrangement can be protected with only ceiling sprinklers and the spray sprinklers have a K-factor of 16.8 (240) or larger, no increase in commodity class is required for plastic pallets. This applies for both unreinforced and reinforced plastic pallets.

NFPA 13 has covered how to handle

>> CONTINUED ON PAGE 74



NFSA's Director of Product Standards

Victoria B. Valentine, P.E.

pallets made from wood, metal, polypropylene or high-density polyethylene. Should another material be used Section 5.6.2.7 requires that the commodity class be increased by two classes or that commodity be classified with the pallet by a testing laboratory to show what classification should be used. There are pallets in use today that are composite materials incorporating plastic, small particles of wood, and bonding substances. These are handled by increasing two classes or proving that such a severe increase is not necessary with testing.

### Storage of Idle Plastic Pallets

Plastic pallets increase the fuel load present for most commodities. Therefore, it should be recognized that storing plastic pallets when they are not in use will also present a challenging fire. These pallets are known as idle pallets. There are specific ways these pallets are allowed

to be stored with the simplest option being to store them outside. Other options for storing plastic pallets include storing them in a detached structure, cutoff rooms or following the conditions set up in Section 12.12.2.

One arrangement that can be used to protect idle plastic pallets when stored indoors is with Early Suppression Fast Response (ESFR) sprinklers in accordance with Table 12.12.2.1. This allows the pallets to be stored as high as 35 feet (10.7 m) under ceilings as tall as 40 feet (12.2 m). Of course, the storage height and building height will vary with the K-factor of the ESFR sprinkler as well as the minimum pressure used for the sprinklers. This criterion would allow for the pallets to be stored on the floor or in racks as long as the racks do not have solid shelves.

Indoor storage of these idle plastic pallets can also be protected with spray sprinklers as long as the K-factor is 16.8 (240) or greater. In this case, the maximum storage height is 10 feet (3.0 m) with

a maximum building height of 30 feet (9.1 m). A lot of water will be needed to control this fire, therefore the standard requires a density of 0.6 gpm/ft<sup>2</sup> (24.4 mm/min), which will have to be calculated over 2000 ft<sup>2</sup> (186 m<sup>2</sup>).

Using cutoff rooms to store plastic pallets helps to keep the high hazard in a specific area, especially if the building is planned to store lower hazard commodity products. A cutoff room is required to have at least one exterior wall with any interior walls rated for at least 3 hours. Steel columns within the space will need to be protected with

fire proofing rated for one hour or spray from a sidewall sprinkler as indicated in Section 12.12.2.2(1)(e). In the cutoff room storage of the idle pallets cannot be more than 12 feet (3.7 m). Options are provided for spray sprinklers or ESFR sprinklers at the ceiling level. Using the spray sprinklers the density would have to be 0.6 gpm/ft<sup>2</sup> (24.4 mm/min). Using the ESFR option the minimum operating pressure is 50 psi (3.4 bar) for ceilings up to 30 feet (9.1 m) and 75 psi (5.2 bar) for up to 35 feet (10.7 m). Another option is to use high expansion foam with a density of 0.3 gpm/ft<sup>2</sup> (12.2 mm/min). The entire room must be calculated for any of these options.

Where cutoff rooms are not used for storing the idle plastic pallets, there is another arrangement for keeping them indoors. Under this set of rules they can only be stored 4 feet (1.2 m) high. Sprinklers protecting these pallets must have high temperature ratings. In addition, it is required that piles of pallets be separated by a minimum of 8 feet (2.4 m) of empty space. If commodity is stored between the idle pallet piles, then 25 feet (7.6 m) is needed between the idle plastic pallet piles. This will keep the plastic pallets separated enough so that the fire can be controlled.

### Summary

Plastic pallets present an increased fuel source for many commodities. Modification to the commodity classification may be needed. Also, the storage of plastic pallets has to be handled properly when they are not in use. Should pallets demonstrate similar fire hazard to wood pallets then commodities do not need to be modified and storage of the pallets would be handled under the idle pallet criteria. In general, plastic pallets will equal more water for adequate fire protection. Ⓢ

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2. Isman, Kenneth E., P.E. Sprinkler Protection for Warehouse and Storage Occupancies. National Fire Sprinkler Association, Patterson, NY, 2006.

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By Jim Dalton

# In Memorium

*Following is a tribute to Fire Sprinkler Pioneer Harry Shaw who passed away March 2, 2012.*

I first met Harry when I was Chief Fire Marshal for Montgomery County, Maryland and he was an Associate Administrator with the National Fire Prevention and Control Administration, which was initially under the Department of Commerce. Later, when FEMA was formed, it was transferred to FEMA and the name was changed to the US Fire Administration, which we know it as today. Later, I had the distinct pleasure of working with him to deliver the Operation Life Safety program at the International Association of Fire Chiefs.

Harry served as Associate Administrator for approximately eight years between 1975 and 1983. The first edition of NFPA 13D had been published in May of 1975, but Chief's like Ronnie Coleman in San Clemente, California who were trying to use the new standard to sprinkler one and two-family homes were having trouble with cost effectiveness due to the water and pressure demands of the standard response sprinkler. This also frustrated Harry and that's when he went to work to help find a solution. I'd say he was personally responsible for securing federal funding for the initial phases of R&D, which led to the development of the fast response link. UL, FM and Grinnell also participated in the R&D phase. Tests series were subsequently funded and conducted in Los Angeles, California and Fort Lauderdale, Florida, which eventually led to the 1980 edition of NFPA 13D requiring fast response sprinklers in dwellings installations.



At that point the industry really stepped to the plate and Grinnell received the first listing for a fast response residential fire sprinkler from UL in June of 1981. Thereafter, in 1982, Central received a listing from UL for its Omega residential fire sprinkler.

So now there was a cost effective way to provide sprinkler protection in one and two-family dwelling and multi-family residential properties including hotels and motels and certain health care properties like nursing homes, but the nations Fire Chief's and AHJ's were not sufficiently aware of the advent of this technology. Again the US Fire Administration and Harry Shaw stepped up and along with the Marriott Corporation and support of the fire sprinkler industry Operation San

Francisco was conceived. A massive series of test demonstrations was conducted in a condemned property in San Francisco, California and many AHJ's, including myself, were invited to witness the performance of the new fast response technology in concert with early warning smoke detection.

I can remember flying back from Operation San Francisco thinking, if I attempt to begin a program in Montgomery County, Maryland, which will eventually lead to the sprinkling of dwelling, where will I find technical and educational support and resources. Fortunately, again Harry Shaw and others like NFSA were already ahead of me and the Operation Life Safety program was instituted to provide technical and educational support to communities who were prepared to move ahead with ordinances that would require the sprinkling of selected dwelling properties. Many today are not aware of the fact that the first trust to fund OLS and match federal contributions was established at NFSA. Later the trust was transferred to IAFC and Harry Shaw was

>> CONTINUED ON PAGE 76



Jim Dalton

Jim Dalton retired as NFSA's Director of Public Fire Protection in 2009.

brought in as the first Director of this landmark program.

While Director of OLS Harry was also instrumental in the acceptance of plastic pipe in the standard and along with Chiefs like David Hilton in Cobb County, Georgia and others, used what was then known as the Florida Affordable Sprinkler Standard to sprinkler four story multi-family properties, which eventually became adopted as NFPA 13R.

After leaving Montgomery County, Maryland and spending 18 months helping the US Fire Administration introduce a major national fire prevention program, I plugged in with Harry and OLS/IAFC to develop and deliver the first national workshop series on the subject of residential sprinklers. Subsequently, we worked with many of the early communities who were moving ahead with requirements for the sprinkling of dwellings like Scottsdale, Arizona, Cobb County, Georgia, Napa, California, Prince Georges

County, Maryland, Dover, New Hampshire and Altamonte Springs, Florida. Working hand and hand with Harry and folks like NFSA, we developed and delivered several key documents like "Residential Sprinkler Installations to Insure Reliability" and the original "Step by Step Guide" for communities. In addition we brain stormed the original list of development alternatives that were eventually written into the early ordinances by the communities listed above in order to balance some of the economic concerns. The list included reducing street width, reducing fire main size, extending fire hydrant spacing, reducing set back requirements, increasing tract density and the rethinking of how to handle dead end cul-de-sacs and provide alternatives for turning radiuses for fire apparatus. We also conceived the initial ignition to intervention time line that was later improved upon and mass-distributed by Tom Lia and NIFSAB and which today appears in Home Fire Sprinkler Coalition

literature and other important documents and visuals.

In addition, Harry was the first person to meet with representatives of the insurance industry to suggest reductions in policy premiums for the inclusion of residential fire sprinklers. This led to the Allstate Foundation giving us a grant to pay for development and delivery of the documents mentioned above. Lastly, Harry was very instrumental in the manufactured home tests that we conducted in Georgetown, South Carolina.

I know of no one who has contributed more to the advent of the fire sprinkler concepts we routinely apply today in the sprinkling of residential and other similar properties. No doubt, at the time, some were quite controversial, but all eventually led to the present economic stability of the fire sprinkler industry and more importantly, the protection of families and communities from the ravages of hostile fire. ☉

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# REGIONAL ROUNDUP

## NORTHEAST REGION

**DOMINICK KASMAUSKAS**  
Associate Director of Regional Operations - North



### Fire Sprinkler Incentive Act Gains Momentum in Wake of Tragedy

Huntington, New York Representative Steve Israel is calling on Congress to pass legislation to incentivize property owners to install automatic fire sprinklers in older buildings and improve fire safety. The Fitzsimons Family of Commack who lost their 21 year-old daughter Kerry this past January in a house fire at the off-campus house she lived in at Marist College in Poughkeepsie, New York are actively supporting the bill.

The Fire Sprinkler Incentive Act puts the installation of fire sprinklers in older residential or commercial buildings in the same category as other capital improvements by either making them eligible for section 179 expensing or decreasing the current depreciation schedule for such improvements on high rise buildings from 39 to 15 years. This means that small and medium sized businesses will be able to fully expense the cost of a sprinkler retrofit for structures as large as 50,000 square feet.

U.S. Senators in the Northeast Region that have NOT yet signed on. Please make contact:

**Gillibrand, Kirsten E. - (D - NY)**  
478 RUSSELL SENATE OFFICE  
BUILDING WASHINGTON DC 20510  
(202) 224-4451  
Web Form: [www.gillibrand.senate.gov/contact/](http://www.gillibrand.senate.gov/contact/)

**Schumer, Charles E. - (D - NY)**  
322 HART SENATE OFFICE BUILDING  
WASHINGTON DC 20510  
(202) 224-6542  
Web Form: [www.schumer.senate.gov/Contact/contact\\_chuck.cfm](http://www.schumer.senate.gov/Contact/contact_chuck.cfm)

**Snowe, Olympia J. - (R - ME)**  
154 RUSSELL SENATE OFFICE

BUILDING WASHINGTON DC 20510  
(202) 224-5344  
Web Form: [www.snowe.senate.gov/public/index.cfm/contact?p=email](http://www.snowe.senate.gov/public/index.cfm/contact?p=email)

**Blumenthal, Richard - (D - CT)**  
702 HART SENATE OFFICE BUILDING  
WASHINGTON DC 20510  
(202) 224-2823  
Web Form: [www.blumenthal.senate.gov/contact/](http://www.blumenthal.senate.gov/contact/)

**Lieberman, Joseph I. - (ID - CT)**  
706 HART SENATE OFFICE BUILDING  
WASHINGTON DC 20510  
(202) 224-4041  
Web Form: [www.lieberman.senate.gov/index.cfm/contact/email-me-about...](http://www.lieberman.senate.gov/index.cfm/contact/email-me-about...)

**Reed, Jack - (D - RI)**  
728 HART SENATE OFFICE BUILDING  
WASHINGTON DC 20510  
(202) 224-4642  
Web Form: [www.reed.senate.gov/contact/](http://www.reed.senate.gov/contact/)

**Brown, Scott P. - (R - MA)**  
359 DIRKSEN SENATE OFFICE  
BUILDING WASHINGTON DC 20510  
(202) 224-4543  
Web Form: [www.scottbrown.senate.gov/public/index.cfm/emailscttobrown](http://www.scottbrown.senate.gov/public/index.cfm/emailscttobrown)

**Kerry, John F. - (D - MA)**  
218 RUSSELL SENATE OFFICE  
BUILDING WASHINGTON DC 20510  
(202) 224-2742  
Web Form: [www.kerry.senate.gov/contact/](http://www.kerry.senate.gov/contact/)

**Leahy, Patrick J. - (D - VT)**  
437 RUSSELL SENATE OFFICE  
BUILDING WASHINGTON DC 20510  
(202) 224-4242  
Web Form: [www.leahy.senate.gov/contact/](http://www.leahy.senate.gov/contact/)

**Sanders, Bernard - (I - VT)**  
332 DIRKSEN SENATE OFFICE  
BUILDING WASHINGTON DC 20510  
(202) 224-5141  
Web Form: [www.sanders.senate.gov/contact/](http://www.sanders.senate.gov/contact/)

**Ayotte, Kelly - (R - NH)**  
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# REGIONAL ROUNDUP

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BUILDING WASHINGTON DC 20510  
(202) 224-3324  
Web Form: [www.ayotte.senate.gov/?p=contact](http://www.ayotte.senate.gov/?p=contact)

## Shaheen, Jeanne - (D - NH)

520 HART SENATE OFFICE BUILDING  
WASHINGTON DC 20510  
(202) 224-2841  
Web Form: [www.shaheen.senate.gov/contact/](http://www.shaheen.senate.gov/contact/)

*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](mailto:Kasmauskas@nfsa.org) or 1436 Altamont Ave. Suite 147 Rotterdam, New York 12303, Phone 518.937.6589, Fax 518.836.0210.*

## MID-ATLANTIC

**RAY LONABAUGH**  
Regional Manager



### Sprinkler Save in Montgomery Township, Pennsylvania:

*Note: The following is taken from*

*a Montgomery Township Department of Fire Services Press Release:*

At 6:58 a.m. on Friday February 3, 2012, the Fire Department of Montgomery Township, along with Horsham, Hilltown, North Penn and Wissahickon Fire Companies, the Volunteer Medical Service Corps of Lansdale and the Montgomery Township Police Department were dispatched to 171 Commerce Dr. for a reported building fire. The first arriving fire officer reported a fire in the cardboard box bailer with heavy smoke throughout the building. A single sprinkler head located inside the bailer controlled and contained the fire until crews were able to remove all the cardboard from the bailer and complete final extinguishment. The fire was placed under control in less than 45 minutes. Crews remained on scene for 1 hr

and 15 min after the fire was placed under control performing salvage and overhaul operations. Damage was contained to the bailer and the business was able to remain open for business.

### Sprinkler Save in College Park, Maryland

On February 4th at 2:30 p.m. the Prince Georges County Fire Department was alerted to a fire at a seven-story assisted living apartment building. Police officers were working in the College Park area and noticed heavy black smoke emitting from a 6th floor window of the building. After notifying the fire department, the police officers entered the building and made their way to the sixth floor banging on doors to alert residents of the fire because the building's audible alarm failed to operate. When firefighters arrived, they found the building's automatic fire sprinkler system had the fire in check, leaving just a few hot spots for the firefighters to extinguish.

Evacuating a building of this size with assisted living residents is difficult; however, the automatic sprinkler system allowed most residents to remain in their apartments. About 50 residents were evacuated to the lobby and community room until allowed to return to their apartments by the fire department around 3:15 p.m. There were no injuries to residents.

*Raymond W. Lonabaugh is the NFSA Regional Manager for the Mid Atlantic Region. He can be reached at: [lonabaugh@nfsa.org](mailto: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



### Fire Guts Condominiums in Knox County, Tennessee

Seven families were displaced from their homes on March 8th, 2012 after a fire tore through an apartment building in Knox County,

Tennessee.

The fire spread quickly and destroyed the entire building. Firefighters were quick to point out that this is a recurring theme for old apartments without sprinkler systems.

"The biggest point right here is if this building had a fire sprinkler it would have been out. We wouldn't have had this happen," said Rural/Metro Battalion Chief Jeff Devlin. "These old apartment buildings are lightly built and they burn fast. There still would have been damage, but a sprinkler system could have contained it so that we don't have people running through flames with an infant just a few moments from being unable to survive."

Knox County's building code requires all newly constructed multi-family dwellings to include fire sprinkler systems. That rule took effect in 2006. All structures built prior to 2006 are grandfathered and not required to retrofit units with sprinklers.

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

## FLORIDA & PUERTO RICO

**LORRELL BUSH**  
Regional Manager



### Florida 2012 Legislative Sessions Officially Over

On March 9, 2012 the 2012 Florida

Legislative session officially came to an end. The session ended at the last point that time allowed in accordance with the constitution. Hot topic bills that were being monitored include the following:

- Immigration Bill filed again this year - If this bill passed it would have been considered a fraud to hire an illegal alien even if they showed documentation that you could not prove was fraudulent.

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# REGIONAL ROUNDUP

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Writers of the bill are pushing for E-Verify method of tracking aliens. Bill did not go anywhere but is expected to be brought back up next year.

- Senate Bill 704 Building Code - Passed the Legislature and was signed by both the House and Senate Leadership, on its way to the Governor's office for final approval. This bill will allow electronic filing on building and fire.
- Metal Theft Bill passed with language changed making metal theft a second degree felony. Hopefully this will deter those who are guilty of these thefts.
- Unemployment Compensation Bill - Florida borrowed federal money when the economy tanked and has to pay money back. Originally Florida was to pay back the federal government at up to \$459.00 per employee. The final result was better, saving \$50.00 - \$75.00 per employee.
- Lien Law Passed (HB897/SB1202) Reporting forms changed. Takes effect around October 2012. Information will be offered on how this affects our industry in upcoming Area Interest Meetings.
- Doctor Dispensed Drugs - This bill was to stop doctors from dispensing drugs with mark-ups of up to 500% , far above the prices that you could get at a local pharmacy. Over three million dollars went into lobbying efforts and as a result it did not pass, causing workers compensation to go up 2.5 - 3 %.

We in Florida are very fortunate to have NFSA Vice President of Operations Buddy Dewar in Tallahassee watching out for our industry. Please go to the Florida Fire Sprinkler Association website at [www.floridafiresprinkler.com](http://www.floridafiresprinkler.com) and watch YouTube updates during legislative sessions from Buddy Dewar. The final report is posted on the website. Watch it, stay up to date and learn what you can do to help.

*Lorrell Bush is the NFSA Regional Manager for the Florida Region. She can be reached at [bush@nfsa.org](mailto: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



### Ohio Board Of Building Standards Takes Action to Adopt RCAC Recommendation

At the Ohio Board of Building Standards (BBS) meeting held January 27, 2012, the Board accepted the recommendation of the Residential Construction Advisory Committee (RCAC) by a unanimous voice vote. With the action taken at the meeting, the Board has adopted the residential construction code that the RCAC has been working on for nearly three years. The RCAC used the IRC 2009 as the base code but amended the residential fire sprinkler requirement out of their final recommendation. As a result of the work on the code taking so long, the language from the IRC 2012 that requires drywall attached to the underside of engineered structural members, or floor joists 2' x 6' and smaller, was included in the code recommended to the BBS. Great Lakes Regional Manager Ron Brown has sent a letter in opposition to removing the fire sprinkler requirements of the IBC. Because there are yet several more steps in the adoption process, it is still not likely the code will be applicable and enforceable until late 2012 or early 2013.

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

>> CONTINUED ON PAGE 80

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# REGIONAL ROUNDUP

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## NORTH CENTRAL REGION

**BOB KLEINHEINZ**  
Regional Manager



### Help Pass the Life Safety Code in Illinois

The Illinois Office of the State Fire Marshal has made a request to Illinois Fire Chiefs and Inspectors to ask all members for support in adopting the Life Safety Code. Please contact the Governor's Office, the members of the Joint Commission on Administrative Rules, and your local legislators to voice your support for the efforts of the Office of the State Fire Marshal to update the state fire code with the inclusion of residential sprinklers in new construction.

Office Of The Governor  
**Governor Pat Quinn**  
207 State House  
Springfield, IL 62706  
Phone: 217-782-0244  
TTY: 888-261-3336

Members of the Joint Committee on Administrative Rules  
Co-Chairman  
**Maggie Crotty State Senator**  
5119 159th St # 1E  
Oak Forest, IL 60452  
(708) 687-9696

*Bob Kleinheinz is the NFSA Regional Manager for the North Central Region. He can be reached at [Kleinheinz@nfsa.org](mailto:Kleinheinz@nfsa.org) or 509 Dawes Street, Libertyville, Illinois 60048, Phone 914.671.1975.*

## SOUTH CENTRAL REGION

**CHRIS GAUT**  
Regional Manager



### Iowa Legislation

House File 2233 - Introduced Feb 6, 2012 and referred to Local Government. H.J. 209. -

An Act relating to permissible charges imposed by a public utility furnishing water to a city in connection with the installation and maintenance of fire sprinkler systems.

### Oklahoma Legislation

HB2659 - HB 2659, as introduced, requires bill permit fees to be remitted to the Oklahoma Uniform Building Code Commission 30 days after the end of the preceding calendar month. The Commission is authorized to charge a one percent per month late fee and must report its collections, past-due charges, late-fee assessments and late-fee collections semiannually to the Governor, Speaker of the House, and President Pro Tempore of the Senate

Added Amendment by Rep. Jordan - D. "Notwithstanding any other provision of law, no municipality or other political subdivision shall require the installation of an automatic residential fire sprinkler system in one- and two-family dwellings."

This bill has passed the House and is waiting a committee hearing in the Senate

*Chris Gaut is the NFSA Regional Manager for the South Central Region. He can be reached at [gaut@nfsa.org](mailto:gaut@nfsa.org) or NFSA Central Region Office, 237 E. Fifth St. #135, Eureka, MO 63025, Phone 845.803.6426, Fax 636.410.7700.*

## GREAT PLAINS REGION

**TERRY PHILLIPS**  
Regional Manager



### Fire Sprinkler Save in Greeley, Colorado

On March 25th firefighters from the Greeley Fire Department in Colorado responded to a fire alarm at a local auto dealership. When they arrived, responding fire crews found the fire alarm system activated and no signs of fire from the outside of the building. Upon gaining access to the business, which was closed and unoccupied, fire crews began searching the building and

discovered a smoke smell coming from the "wash bay" area. The fire sprinkler system had activated and had extinguished a fire in an electric vehicle. Fire crews closed the sprinkler valve to stop the water flow and began opening doors to ventilate the smoke from the building. It was determined that a fire had started in an electric vehicle which generated enough heat to activate 2 fire sprinkler heads above the vehicle that ultimately extinguished the fire. The exact cause of the vehicle fire remains under investigation and total damage is estimated at \$7,000 (\$2,000 property damage and \$5,000 contents damage in the fire area). No injuries were reported.

*Terry Phillips is the NFSA Regional Manager for the Great Plains Region. He can be reached at [Phillips@nfsa.org](mailto:Phillips@nfsa.org) or Phone 914.525.4396, Fax 307.514.0406.*

## SOUTHWEST REGION

**BRUCE LECAIR**  
Regional Manager



### Sprinkler Save in Novato, California

Battalion Chief Gerald McCarthy of the Novato,

California Fire Department is crediting a fire sprinkler system in helping to prevent the spread of a fire that began in an equipment room at the Rolling Hills Health Club in Novato, California on March 8th.

Firefighters were alerted to the fire and advised that dark smoke was coming out from an equipment room located near a community swimming pool. The equipment room is a detached outbuilding that has a fire sprinkler system.

Upon arrival, firefighters found that the fire started in the large industrial heating unit in the equipment room. The fire charred the exposed rafters above the heating unit. One fire sprinkler located directly above the heating unit activated and controlled the fire, preventing further spread of heat and flames.

Rolling Hills Club General Manager Jim

# REGIONAL ROUNDUP

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Gerber said the damage was minimal and praised the fire sprinkler system for doing its job.

Chief McCarthy said, "This is a great reminder about the importance of fire sprinklers because it enabled the business to remain open and unaffected with little damage."

*Brue Lecair is the NFSA Regional Manager for the Southwest Region. He can be reached at [lecair@nfsa.org](mailto:lecair@nfsa.org) or Phone: 951.277.3517, Fax: 951.277.3199.*

## NORTHWEST REGION

**SUZANNE MAYR**  
Regional Manager



### FireTeam USA in Washington State

Fire Team USA brought its message of the importance of community involvement in the residential fire sprinkler discussion to the Northwest in March. More than 50 members of the fire service, building officials, sprinkler contractors, city council members and the public attended the events held in Snohomish and Clark counties.

NFSA's Vickie Pritchett shared her experiences during unprecedented housing growth in her rural Tennessee community. Collaboration led to home fire sprinkler requirements in the vibrant new home developments. Vickie shared strategies for successfully involving all stakeholders in the issue.

Vickie also introduced the participants to the many resources available to edu-

cate and promote discussion. The stories of fire victims shared through the Common Voices videos emphasized the life-saving value of residential fire sprinklers.

Participants in the Fire Team USA event enjoyed the hospitality of Snohomish Fire District 1.

Jeff Hudson, NFPA's Resident Fire Sprinkler Specialist, addressed the often overlooked role of fire sprinklers in firefighter safety. As a fire chief, Jeff saw first-hand how fire sprinklers would have made a difference in citizen's chances of escaping a fire, but also in limiting unnecessary risks for first responders.

Both sessions ended with a side-by-side burn demonstration, watching the difference in what happens during a fire in a typical unsprinkled living room versus a fire that occurs when a sprinkler is installed. In both demos, the unsprinkled fire moved to flashover within minutes, while the sprinklered fire was extinguished with minimal damage.

In Clark County, a toy dollhouse in the unsprinkled side melted into an unrecognizable charred mess, while the dollhouse on the sprinklered side was undamaged.

All participants were encouraged to get involved in the very active Washington State Residential Fire Sprinkler Coalition.

Special thanks to the event sponsors, Western States Fire Protection Co. and the Fire Sprinkler Advisory Board of Puget Sound, and to our event hosts, Snohomish County Fire District One and Clark County Fire and Rescue.

*Suzanne Mayr is the NFSA Regional Manager for the Northwest Region. She can be contacted at [mayr@nfsa.org](mailto:mayr@nfsa.org) or 3411 North 19th St. Tacoma, Washington 98466, phone: 253.208.8467. ☎*



## FUTURE NFSA ANNUAL SEMINAR SCHEDULE

**NFSA Annual Seminar & Exhibition**

Caesar's Palace  
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April 4 - 6, 2013

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

**NFSA Annual Seminar & Exhibition**

Hilton Bonnet  
Creek Resort  
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May 2, 2015

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## ■ Fire Protection System Solutions Rebranded

Conbraco Industries, Inc. introduces the most recent addition to its Apollo® brand: Apollo® Fire Protection System Solutions (FPSS). The fire protection fittings were previously sold through Elkhart Products Corporation. Both Conbraco Industries, Inc. and Elkhart Products Corporation are Aalberts Industries companies.

This rebranding strategy will capitalize on the well recognized Apollo® brand, adding to their wide range of UL/FM approved products. Currently, Apollo® offers backflow prevention products, pressure reducing valves and pressure relief valves. Combining all these products under the Apollo® FPSS brand will increase the service levels of all fire protection products to the industry, providing the high quality products, exceptional sales support and on-time delivery customers have come to expect.

At the heart of the Apollo® Fire Protection System Solutions are the Xpress galvanized and stainless steel piping systems. The Xpress fittings are a labor saving, high quality addition to traditional threaded pipe and fittings. These press fittings are ideal for both new construction and retrofit projects such as hospitals, hotels, schools, food and beverage facilities, or any other buildings with complex fire sprinkler layouts.

## ■ South-Tek Systems Launches N2-BLAST®

South-Tek Systems has recently launched the N2-Blast®, a compact system that generates and introduces high purity, corrosion inhibiting, Nitrogen (N2) into dry and preaction Fire Protection Systems (FPS).

The N2-Blast® is designed to inhibit problematic corrosion by supplying dry, low pressure, supervisory N2, which is an inert, non-flammable gas. The N2-Blast® is also equipped with the patented BlastOff™ - Leak Detection System which alarms when the Nitrogen Generator is operating more frequently than normal, due to a sizable leak in the piping system downstream. This feature protects the N2-Blast® from running unnecessarily,

thereby maximizing the life of the system and forewarns the building management that a significant leak requiring attention is developing within their FPS piping system.

The N2-Blast® offers a much safer alternative by generating its own high purity N2 (98%+) onsite, at low pressure. This translates to less required maintenance and reduced operational costs. There is no risk of running out of N2 or having to deal with dangerous high pressure (2400 PSI) N2 cylinders. The N2-Blast® requires only a simple, low cost, annual maintenance procedure of replacing the filter elements (a 15 minute operation).

*To learn more about the N2-Blast® - Corrosion Inhibiting System or South-Tek Systems, please visit: <http://www.southteksystems.com/n2-blast.asp> or [www.n2blast.com](http://www.n2blast.com).*

## ■ Viking Announces Clean Agent Systems

With the introduction of its new VK-1230 clean agent system, Viking Corporation has extended its portfolio of fire protection systems to include waterless suppression technology. The VK-1230 system, which is cULus Listed and FM Approved, is designed to protect even the most sensitive environments, including hospitals, server rooms, data centers, security command areas, telecommunications equipment, museums, libraries, and other properties where the potential for water damage is a concern. Using 3M® Corporation's revolutionary Novec™ 1230 extinguishing agent, the VK-1230 system from Viking provides effective, highly specialized protection while leaving valuable electronics and other critical assets unaffected.

When early warning detection systems are employed, such as the HELIOS aspirating smoke detector from Minimax, the VK-1230 clean agent system can provide very early suppression of a fire in its pre-combustion stage. After discharge, the Novec 1230 extinguishing agent will not damage electronics and leaves behind no residue, which dramatically reduces clean-up and minimizes downtime of critical IT infrastructure. Novec 1230 also

has a higher safety margin compared to other extinguishing agents, making it safer for people working in the protected area. Furthermore, with its low toxicity, zero ozone depletion potential, short atmospheric lifetime, and minimal global warming potential, Novec 1230 is safe for the environment and a long-term, sustainable alternative to Halons.

The new VK-1230 clean agent systems, which are suitable for class A, B, and C fires, are uniquely designed to match the specific needs of each application, delivering a precisely calculated concentration of clean agent gas to the protected area. Each system is designed with considerations for the type of detection, control panel, tank arrangement, actuation, distribution piping, discharge nozzles, notification devices, and other components.

Viking's technical services team will provide system layouts to installing contractors including detailed assistance with project quotations, clean agent calculations, and technical support. Viking also supplies the initial filling of tanks at its Listed clean agent filling center in Hastings, Michigan. The new VK-1230 systems are supported by Viking SupplyNet's network of 32 service centers in North America and over 50 worldwide.

*For more information, please visit [www.vikinggroupinc.com](http://www.vikinggroupinc.com) or call 800-968-9501.*

## ■ New 'Sprinkler Saves' Blog Promotes Importance of Fire Sprinkler Systems

Viking Group is pleased to introduce its new 'Sprinkler Saves' blog. Every day, fire sprinklers are working to save lives and property from the devastating effects of fire. The purpose of the 'Sprinkler Saves' blog is to keep a running documentation of successful fire sprinkler system activations as reported in the media. Select sprinkler successes from throughout North America are posted daily to the blog.



To follow the blog visit <http://sprinklersaves.com>

>> CONTINUED ON PAGE 84

# +GF+

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In fact, BlazeMaster® pipe—manufactured by Harvel®—is listed for more applications than any other non-metallic system. Clean, fast installation cuts project completion time, and because installation is so simple, you'll see a substantial cost savings over metal systems.

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#### TO JOANNE GENADIO:

The University of Rochester had a sprinkler save that I thought should be recognized. On February 19, 2012 at 2:30AM our Security department revived a fire alarm in Valentine Tower, a high rise residence hall tower which had a sprinkler system installed retroactively in the summer of 2007. An occupant on the seventh floor burnt some food and deposited it the trash chute. The material caught on fire, activating the sprinkler system in the trash chute which contained the fire until the fire department arrived and extinguished the fire. The fire was contained to the trash chute with no extension. The facility was evacuated when the building fire alarm system activated. There were no injuries or loss of housing. This is a perfect example of why retrofitting sprinklers is so important. A late night fire in student housing is a recipe for disaster, and this incident doesn't even make a headline!

Mark Cavanaugh, CFPS, CHSP  
*Director/Fire Marshal/Chief Safety Officer  
Environmental Health & Safety  
Rochester, NY*

#### TO BOB TREIBER:

Bob,

I want to thank you and the NFSA for accepting the invitation to present to the group of registered inspectors this week. (I think there were nearly 50 in attendance!) This group represented a wide cross section of inspectors that work directly for the State BCC as well as local jurisdictions. Most were not aware of potential for sprinkler system failures due to lack of ITM.

I overheard many in the corridors during break who were discussing the material in your presentation. Simply put this group was a bit under informed on the topic, which is no longer the case. You made a real impact here!!! We as contractors have been seeing the fruits of your labor and that of your fellow trainers. We have seen interest in sprinkler system maintenance where we did not 5 years ago. You are having a tangible impact on owners and AHJs.

Thank you once again for coming up to Wolverine territory I know that can't be easy.

Sincerely,  
Robert JagenbergChair -  
*Michigan Board of Mechanical Rules  
Michigan - Construction Code Commissioner  
Project Manager - Fire Protection - NICET IV #82494  
John E. Green Company  
Highland Park, MI*

## SPRINKLING OF NEWS

>> CONTINUED FROM PAGE 82

klersaves.blogspot.com/ or scan the QR Code below. The blog format is quick and easy to read. There is a concise headline, including the location of the save, and a brief one or two line description. Readers can click through to the media coverage for additional details.

The sprinkler success stories published to the blog are also tweeted from Viking's Twitter page, @Vikinggroup (<https://twitter.com/#!/vikinggroup>), with the hash tag #SprinklerSaves. Viking advocates using the #SprinklerSaves hash tag for all successful sprinkler activations, which will help draw more attention to the life-saving

benefits of automatic fire sprinklers.


Smart phone users can download any number of free apps for scanning these codes (such as ScanLife®). After launching the app you will be prompted to scan the code and will be automatically directed to the 'Sprinkler Saves' blog.

#### ■ BuildingReports Expands International Footprint With New Latin American Company

BuildingReports is pleased to announce the addition of their new international company BuildingReports Latin America, S.R.L.

The new company expands BuildingReports' current international footprint with existing members in North America, South America, Europe and the Middle East, supporting its aggressive international growth plans.

BuildingReports Latin America, S.R.L. will be able to service both Spanish and English speaking members' technical support and training needs through Member Services Manager, Christian Andersen.

To learn more about BuildingReports Latin America, S.R.L., visit [www.buildingreports.cr/](http://www.buildingreports.cr/) 

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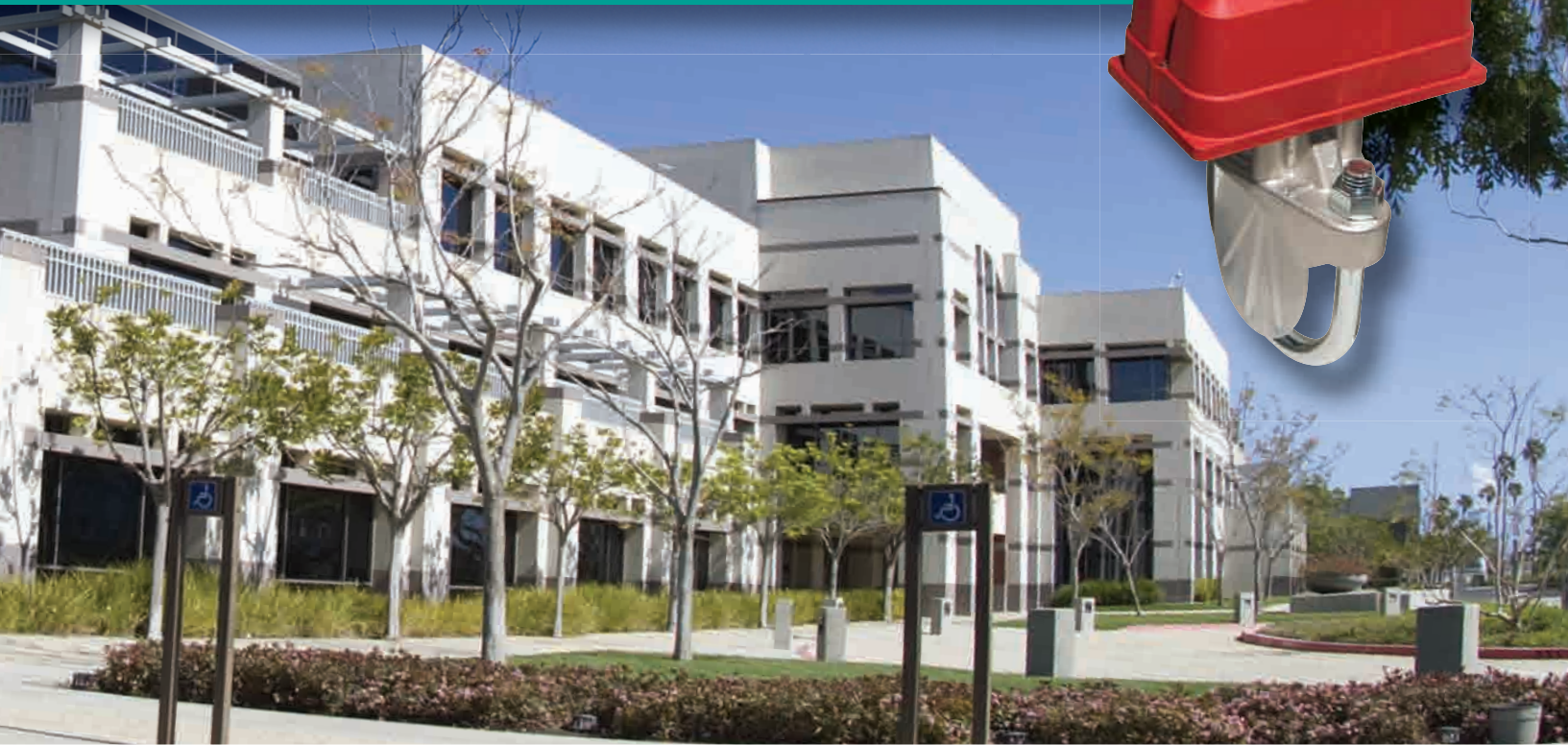
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## Fire or accidental sprinkler activation, the building needs to be protected.

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](http://systemsensor.com/wf).



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