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“What kills a skunk is the publicity it gives itself”

ABRAHAM LINCOLN

If the above statement is true, then a noble cause would profit the integrity of the animal that doesn't have the reputation of a skunk. The comparison of those that support the basic concept of fire sprinklers verses those that don't conjures up such an anomaly. As we forge into the International Residential Code Hearings this fall in Minneapolis, proactive supporters of residential fire sprinklers are counting on support of fair and knowledgeable fire and building officials to pass initiatives protecting townhouses and one- & two-family homes with fire sprinklers.

Conversely, there is a smell in the air that Minneapolis will be the arena that brings out the stench that opposition forces will use to stop the fire safety movement. If money is the root of evil, we'll see evil expose itself. The new homes of the future will/will not be safer because their influence was sufficient or insufficient to keep a generation not born yet from being even safer in their homes.

NFSA Board and Committee Election Results Announced

NFSA is pleased to announce the results of recently conducted elections for positions on the association's board of directors and committees.

Chairman of the Board of Directors – Gregg Huennekens

Vice Chairman – Dennis Coleman

Treasurer – Kevin Fee

Council Chairs:

Sprinkler Manufacturers – Carmine Schiavone

Contractors – Dennis Coleman

SAM – Chuck Kitts

New Directors Fred Kroll (Director at Large), Kent Mazaros (Area 2) and Jim Altzner (SimplexGrinnell) were seated, and Rich Ray of Cybor Fire Protection was seated on the Contractors Council as the alternate to Gregg Huennekens to help represent the contractors in Area 6.

The Voice of the Fire Sprinkler Industry.

2008 NFSA Annual Seminar to be Held at Atlantis Paradise Island, Bahamas

With Vegas being a sure bet last year, NFSA has once again delivered a spectacular location for this year's Annual Seminar titled, "NFSA... Making Waves." The location? Paradise. Paradise Island that is. This year's seminar will be held from May 14-17, 2008, at the Atlantis on Paradise Island, the Bahamas.

With white beaches and translucent aqua waters this annual event will feel more like a retreat than a seminar. Golf and volleyball tournaments, a beach party and world-class accommodations offer something for everyone. In addition, the Annual Seminar will offer a wide range of informative programs from Best Practices and Employee Training to Minimizing Risk and Valuating a Contractor.

Get your passport, sandals sunscreen ready and join us truly be an unforgettable filled with camaraderie, breezes and pertinent information.

Don't miss your chance to Registration forms and a of workshops are available www.nfsa.org on the right of the page under the picture Atlantis. To receive the \$200 discount" off attendance, registration forms must be received by NFSA by April 10, 2008.



Contractor
Sprinkler

and
for what will
experience
tropical
industry

join us.
complete list
online at
hand column
of the
"early-bird

Hotel room reservation forms should be faxed directly to the Atlantis at (945) 809-7902. No telephone requests will be honored. Reservations at the NFSA negotiated rate will be accepted until April 14, 2008. Don't forget to register ahead of time for the golf and volleyball tournaments as they fill up quickly. Be sure to pack your passport because it is required on all flights into the United States. For additional information, contact Michael Repko at (845) 878-4200 ext. 120.

See you in paradise!

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Best Practices Makes Debut

Under the leadership of newly elected Chairman of the Best Practices Steering Committee Rich Ackley, significant progress is being made with this initiative which, if you remember, was started by the Sprinkler Manufacturers spearheaded by Carmine Schiavone.

Phase I is complete and Phase II will be on-line by the NFSA Annual Conference in May. The minutes of our meetings will provide greater detail on the progress of this very important undertaking by NFSA, CASA and SMIF.

The fire sprinkler industry is innovating with new approaches and methods to help contractors across the United States and Canada to improve their insurability, operating performance and profitability. Entitled Fire Sprinkler Industry (FSI) Best Practices, this effort is being spearheaded by the National Fire Sprinkler Association and the Canadian Automatic Sprinkler Association. Seed funding has been provided by the industry manufacturers and contractors for this initiative since 2004. The main objectives of FSI Best Practices include documenting the fundamental procedures while creating a collaborative community of best practitioners. These subject matter experts share great ideas and help create useful tools that will focus on how to reduce and manage risk, improve operational activities, minimize waste, and improve product quality.

Best Practices for contractors has a long history, but the current effort began in earnest following the abrupt turn in the insurance market in 2001 when many contractors were finding it increasingly difficult to obtain affordable insurance. After a series of association sponsored meetings with some of the largest insurers of sprinkler contractors, industry leaders learned some new ways to improve their insurability. Since insurers want more predictability of risk, the fire sprinkler contractors gain when managing to certain important guidelines through the use of tools and improved behaviors that enable them to consistently operate as safely as possible.

While reducing and managing risk are important objectives of operating in a Best Practices environment, they are not the only reasons. Performing work more efficiently and effectively will naturally add to profitability. Fire sprinkler layout technicians and installers face many unique challenges that make it difficult to maintain consistent high quality while managing risk and maintaining profit margins. As new challenges emerge, associations help contractors learn how someone found a way to navigate past the problem and identify better ways to get things done.

The sprinkler contractors realized a need to create a centralized resource for the entire industry where these innovative solutions can be easily accessed. Sponsored by the National Fire Sprinkler Association, Canadian Automatic Sprinkler Association and the Sprinkler Manufacturers Industry Fund the www.FSI-BP.org web site provides an easily searchable source where contractors can obtain effective solutions to industry challenges. Check out the site, join in and give your company a chance to be more effective, productive and profitable!

If you are attending the 2008 NFSA Annual Seminar plan on attending this workshop.

NFSA Industry Advancement Fund Hits \$217,000

"Industry Advancement Fund" Approved as Tax Exempt

The NFSA has received a favorable determination letter from IRS, confirming the tax-exempt status of the National Fire Sprinkler Industry Advancement Fund under IRS Section 501(c) (6). This tax exempt status has been granted retroactive to November 15, 2007.

This ruling now enables us to assure contributors that their contributions will be treated as tax-deductible. (Although we had expected a favorable ruling, we have refrained from providing guarantees until we had the IRS letter in hand). Please take the opportunity to publicize this positive development in any discussions you may have regarding the Fund.

Introduced just a few short months ago to provide any business or individual in the fire sprinkler industry with a way to contribute to the advancement of the fire sprinkler concept, the Industry Advancement Fund (IAF) has now received contributions and pledges totaling \$212,000. The most recent pledges include those from Wiginton Corporation in Orlando, Florida, \$20,000 Silver Level Promoter; The McKinstry Company in Seattle, The Wisconsin Burn center Golf Invitational, \$5,000, Washington, \$5,000 Industry Promoter; Harvel Plastics in Easton, Pennsylvania, \$2000 Industry Supporter and Landmark Sprinkler of Lexington, Kentucky, \$2,000 Industry Supporter. Corporations and individuals alike have rallied behind the idea of a fund that is solely designated for the benefit of the entire fire sprinkler industry. The IAF is open to contractors, suppliers and manufacturers, as well as anyone else interested in supporting the fire sprinkler concept. To join the other dedicated fire sprinkler professionals who have made the decision to give back to the industry, visit the NFSA website at www.nfsa.org and follow the "Industry Advancement Fund" link.

Dwelling Sprinklers Again Rejected by IRC Committee

In a repeat of last year's events, a proposed requirement for sprinklers in single-family homes was rejected by the committee that oversees the development of the International Residential Code (IRC). The vote took place at the February International Code Council (ICC) code hearings in Palm Springs, California. As a result, a two-thirds vote will be needed to overturn the committee at the Final Action Hearings scheduled for Minneapolis, Minnesota in September of this year. A parallel proposal to require sprinklers in townhouses was also rejected, but a subsequent floor vote passed by a vote of 87 to 82, automatically generating a public comment that will indicate the majority support expressed at the meeting.

In the February 2008 issue of NFSA's newsletter GrassRoots, interested readers will find an article summarizing the arguments that have been raised to not include fire sprinklers in the body of the IRC and NFSA's report of the corresponding facts.

NFSA Announces 2008 Annual Seminar Sponsorship Program

NFSA is pleased to announce this year's annual seminar sponsorship opportunities available to NFSA members. This year's format will be an online auction—a couple clicks and you'll be on your way! You'll have to register for a free username and password with the ReadySetAuction service in order to participate. Be creative. Use an alias username so everyone will be surprised when the winners are announced! Armed with your new identity you'll be able to place bids at any auction hosted by this site. We anticipate you'll find this process easy and efficient, no more rushing to send a fax to NFSA to secure your sponsorship. The auction opened for bidding at 12:00 p.m. (noon) EST, Friday, February 29 and will close at 11:45 p.m. EDT, Wednesday, March 19, so you'll

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have plenty of time to review the available sponsorships and put in your bid. As with any online auction, a flurry of activity can be expected toward the close, so remember to monitor your bid closely. To get registered to put in a bid, follow the “Bid Online” auction paddle at the NFSA website at www.nfsa.org.

NFSA “Leap 29” SAM Membership Campaign Comes to Close

Last year, NFSA introduced the SAM membership campaign “Leap 29.” In recognition of 2008 as a leap year, the campaign offered new SAM members a 29% discount on membership and on advertising in the association’s flagship publication, *SQ* magazine. When the campaign closed on February 29, NFSA had six new Supplier and Manufacturer members. Please join us in welcoming the following:

ASCO Power Technologies BAVCO Dixon Powhatan Master Control Systems Inc.
PHD Manufacturing Inc. Plumbers Supply Company

NFSA fire sprinkler contractor members are asked to keep the names of our SAM members in mind when consideration is being given to making purchases.

Sprinkler Saves

Fire Leads to Uncertainty for Employees, Customers

Every cloud has a silver lining. When God closes a door, He opens a window. The sayings may be cliché, but that’s kind of how the management at the Farmington American Legion is looking the February 18, 2008 fire. Structurally, the building has received little damage, and with time, the doors will reopen.

It’s too early to know just how much damage the fire caused, but renovations will be extensive. On Monday, Paget was busy with visitors all day long — Farmington building official Ken Lewis, the insurance claims adjuster, someone from the state Department of Health and the Minnesota Insurance Restoration Services just to name a few. None of them could give an exact damage estimate.

The actual fire damage, Lewis said, is minimal and mostly confined to the northwest corner where the fire started. The greater damage is in the soot that covers everything and flooding caused by the sprinkler system. Water damage aside, the sprinklers saved the building, he added.

“They’re lucky for that. Very lucky. Very, very lucky. If it wouldn’t have been for those sprinklers, that building would have been gone,” Lewis said.

MIRS owner Jason Amundson said it will be a while before he can put dollar figure on what needs to be done.

The fire remains under investigation on two fronts. Fire marshal John Powers has found no other cause but a discarded cigarette at the fire’s origin, leading him to confirm his initial suspicions.

Tosa Group Home Records Sprinkler Save

Wauwatosa Fire Department Assistant Chief Jeffrey S. Hevey, Fire Marshal reported this save:

The Wauwatosa Fire Department responded to an automatic fire alarm at a group home on Sunday, February 17, 2007 at 1708 hours. At the time of the fire, the group home was staffed with one worker to attend four non-ambulatory residents. The worker was cooking on the stove when she was required to assist one of the residents. She turned off the electric stove and left the kitchen. Several minutes later, the worker was alerted by the fire alarm in the home. She returned to the kitchen to find the food she was preparing, on fire. The worker moved the

pan from the stove to the kitchen sink, where the fire grew in intensity. One sprinkler head functioned controlling and extinguishing the fire. Wauwatosa Quint 3 and Engine 3 arrived on the scene with-in six minutes to find the fire out. Fire Department personnel shut-down the system and assisted the worker with overhaul. Damage to the kitchen was listed at approximately \$500.00.

None of the four residents in this home are able to self-rescue themselves, and may have suffered serious injury if the fire had not been detected and extinguished in a timely fashion. The building is a single story, wood frame dwelling (ranch style), approximately 1900 sq. feet, with a 13R sprinkler system.

Sprinkler Saves – We need this info to help promote the industry

Contact me **A.S.A.P. at (262) 245-5255 or e-mail: dannfsa@aol.com** if you have information regarding a Major Fire or Sprinkler Save. A major fire is defined as “one where there is extensive property loss, multiple death or injury to citizens or firefighters, or any other significant circumstances regarding fire sprinkler protection or lack thereof.” Sprinkler Saves will help inform others that the systems do work and will provide life and property saving values.

Sprinkler Firewatch service helps track saves

A new service to automatically inform you of catastrophic fires in the country and to report reported sprinkler saves has been created by Ed Comeau. You can get up-to-date reports on the above and report saves for the program.

To receive and take part in Sprinkler Firewatch log onto: www.YAHOO.com. (If you do not have a YAHOO i.d., in the upper right hand corner is “FREE E-MAIL: Sign Up”. Once you have signed up for a YAHOO e-mail address, you can join any “public” YAHOO group. You do not have to use the YAHOO e-mail address to obtain the alerts from Sprinkler Firewatch).

At: www.YAHOO.com, click on Groups on left hand column. On the next page type in “sprinkler firewatch”, the next page click on “Join this Group” in upper right hand side of page. On the next page, sign in using your YAHOO e-mail and password.

Lightweight Construction Exposed by Media

<http://www.wusa9.com/news/columnist/blogs/2008/02/lightweight-construction-and-solutions.html>

When a townhouse on fire quickly collapsed in Gaithersburg on Monday neighbors were shocked. Firefighters call it routine and an example of the problem with modern construction techniques.

Montgomery County Fire and Rescue Service spokesman Pete Piringier says lightweight construction materials used in recent decades for home construction are generally sturdy, safe and meet code requirements. But according to Piringier, when exposed to fire, the components quickly break down and can lead to a rapid collapse of the structure.

In Monday's fire, the collapse occurred minutes after firefighters were ordered out of the burning townhouse. Piringier says interior firefighting efforts are more effective, but with lightweight construction, conditions for firefighters generally deteriorate much more rapidly than homes built prior to the 1970s.

This is not a new issue, but it is one Piringier believes is a good lesson for homeowners. Piringier says a combination of smoke alarms and sprinkler systems are the best way to ensure your safety and to protect your property. Montgomery County requires sprinklers in all new homes and apartments.

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9NEWS NOW has contacted the National Association of Home Builders. A spokesperson has requested more time to provide a response. We will pass it along when it is available.

Intentional Fires and Arson

Titled Intentional Fires and Arson by John R. Hall, Jr., Fire Analysis and Research Division-National Fire Protection Association, is a report giving credence to fire sprinkler protection needed beyond early warning. It was produced by the NFPA in November 2007.

In 2005, an estimated 323,900 intentional fires were reported to U.S. fire departments. These fires were associated with losses of 490 civilian fire deaths, 1,500 civilian fire injuries, 7,600 firefighter on-duty at-scene injuries, and \$1.102 billion in direct property damage. In 2005, 18% of arson offenses were cleared by arrest or exceptional means.

Go to www.nfpa.org and enter keywords: Arson, intentional fire, suspicious, firesetting, firesetter, fire statistics.

NFSA Expert of the Day You Can Get Great Advice

While most of the questions are answered within a few hours of being asked, there have been instances where the response to a request has been longer than what our membership considers optimal. To that end, we are instituting a series of checks and balances on our end to insure that your request is answered as soon as possible.

You can help us by following one simple procedure. When you have a request that you want answered, please e-mail your request to eod@nfsa.org or call the NFSA at (845) 878-4200 and ask for the Expert of the Day. That way, your request will go directly to the individual assigned the duty that day and we will have mechanisms in place to track it.

Since many of our staff travels extensively, they can't always respond in a timely manner to their individual voice mails and emails. When emailing your requests, we would appreciate if you would use our general email address, eod@nfsa.org, if calling in, please follow the prompt for the expert of the day. These procedures will allow us to insure quicker responses to your questions. Your assistance is greatly appreciated.

For more information, contact: NFSA, PO Box 1000, Patterson, New York, 12563; by telephone at (845) 878-4200, by Fax at (845) 878-4215 or at our website: www.nfsa.org

Need an Ordinance? Check this Process

If you are looking for the prototype ordinance, go to the web. Start by entering this: www.municode.com. The click "online library", pick state then pick a community you know has ordinances that favor sprinkler protection. For a quick look at some also go to the Northern Illinois Fire Sprinkler Advisory Board site at: www.firesprinklerassoc.org and go to the Square Foot Upgrades by Town button.

NFSA Academy Trains You at Your Desk

To answer the call for a quality distance-learning program, NFSA has introduced the NFSA Academy. With 80 modules to pick from, dealing with beginner to advanced training, the Academy has something for everyone!

Save on lost billable hours and travel expenses by getting your continuing education needs right from your own desktop. Log onto www.nfsa.org and click on the banner below and sign up for the NFSA Academy, your competition is! Wisconsin contractors, get your CEU's here!

New NFSA Reference Textbook into Second Printing

The NFSA's new textbook titled Layout, Detailing and Calculation of Fire Sprinkler Systems has been an incredible success. The first printing sold out in only nine weeks. With more than 700 pages of information, this is the most complete text-book ever written for the fire sprinkler engineering technician.

Written by the NFSA Engineering Department staff and edited by Kenneth E. Isman, P.E., Vice President of Engineering, this text covers every aspect of determining the necessary details for a fire sprinkler system, including: Hazard classifications; Sprinkler spacing; Hanger and brace requirements; Hydraulic calculations; Water supplies, pumps and tanks.

The text also contains a significant review of basic math and physical science that is helpful to the user in understanding the scientific principles behind the requirements that need to be followed.

MINNESOTA: www.nfsamn.org

MN IRC Fire Sprinkler Committee Established

A group of fire service related organizations have banded together to Create the Minnesota International Fire Sprinkler Coalition. Under the facilitating of Maple Grove Fire Marshal Marilyn Arnlund, the focus of the group is to ensure fire and building official register as members of the International Code Council (ICC) and be eligible to vote at the International Residential Code (IRC) Hearings scheduled for late September in Minneapolis.

The hearings will host a myriad of building issues including two basic residential fire sprinkler applications; one- and two-family and townhouses with language to require residential fire sprinklers. The fire service is strongly behind the measure in many states and is gearing up for what promises to be a spirited battle. The homebuilders have created a war chest to sponsor their friends to attend and vote "no" on the two proposals.

In late February, the IRC Committee entertained the inclusion into the main IRC document the sprinkler requirement. Unfortunately, the ICC format of committee assignments had a strong builder friendly vote against the proposal. Therefore, as in Rochester, NY of last year, a floor vote must overturn the committee. To do so, a 2/3 vote of attending members only, no proxies, must be attained to pass the two proposals. In Rochester, a 56% vote was attained falling less than 100 votes from passing. Nearly 850 eligible voters were present. It is felt that nearly 1,000 will be needed to prevail in September.

As with last year, the International Residential Sprinkler Coalition is the driver of this year's engine to reach the established goal of passing both proposals. Check out their web site for updated information about the challenge and progress of the mission.

12th Annual Burn Aid Golf Classic Scheduled for September 8, 2008

John Hoppe, Brothers Fire Protection, and Bill Yorkson, National Automatic Sprinkler Company, have again graciously offered to co-chair this years Burn Aid Golf Classic scheduled for September 8, 2008 at the North Oaks Golf Club. It may be still be cold outside but one can dream of warmer weather, golfing and doing great charity work now. Enter the date and location as information will be out mid summer. Think Golf!

The annual fundraiser gives participants memories of golf and good times but also leaves all knowing they helped a great cause, the Regions Hospital Burn Unit in St. Paul. Monies from the outing will benefit many children and

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families for those who for unwanted seconds suffer the pain of burns. The 2007 event raised \$42,000 making the eleven year total nearly \$550,000.

WISCONSIN: www.nfsawi.org

MINI-MAX BILL WAS PUSHED FORWARD

The Associated Builders and Contractors (ABC) continued to push for legislation to require a uniform Commercial Building Code, referred to as the mini-max legislation. Because of time and not enough support the proposal failed to get through the legislative committee process. The Wisconsin Fire Protection Coalition headed by the NFSA-Wisconsin Chapter with Locals 183 & 669 worked successfully to get a solid position on this issue. The reality is, this is a top priority for ABC, and will continue to be introduced until they get frustrated enough or get ultimate passage.

NFSA Project Management Class Scheduled for September in Milwaukee/SOLD OUT

By popular request, NFSA's Project Management 2-Day Program will be presented in Milwaukee, WI at the Windham-Airport on May 21-22, 2008. This program has a great agenda and promises to help contractors reach a bolder Black bottom line.

The full program begins with a one-day in-class instructional seminar, 7 ½ hours of contact time. This is followed by six weeks of self-directed study and mandated mail-in assignments. The program concludes with another one-day, 7 ½ hours contact time, in-class instructional session. Each participant is provided with a complete reference book and safety manual.

Audiotapes to be utilized in the self-directed study between in-class sessions are supplemental material, with interesting case studies and examples. They are used in conjunction with text to help the participant analyze their company operations, strengths and deficiencies, and to recommend corrective actions.

This program is a must to help ensure job site decisions are in the best interest of the fire sprinkler contractor. The class is limited to the first 20 applicants and Wisconsin contractors can earn CEU's for attendance.

Because of the demand for this program, it filled at 25 attendees and will be offered again in 2009.

Wisconsin Adopts Fire-Safe Cigarettes

After several legislative attempts to pass a fire-safe cigarette bill in Wisconsin, late in the evening on March 12, 2008, the state became the 26 state to adopt the legislation.

Sen. Judy Robson, D-Beloit, the leading proponent of the bill, said she was confident the measure will be approved. She gave a passion appeal to the Senate that evening to helping the vote to a 30-3 victory. The bill passed the State Assembly unanimously

The bill would have little impact on tobacco vendors, producers and suppliers. Representatives involved in the tobacco industry state the impact it would have on those manufacturers and users would be minimal. The tobacco industry is already making these cigarettes, so it would not disrupt those industries.

"Fire-safe" cigarettes have been adopted via legislation by 25 states and have been implemented in five of those states. There would be no change in the price or taste of cigarettes, and only the paper the cigarette is made of would change. Both types of cigarettes would be available for more than a year after the passage of the bill.

Regional Manager Dan Gengler testified before both Wisconsin State Senate and Assembly Committees in support of a legislative initiative to require cigarettes to be made of components that will self extinguish if not being drawn on for smoking. The Wisconsin Fire Protection Coalition was supportive of this action and the testimony was given in support of the coalition's fire service friends. As smoking is the biggest cause of fire deaths in the US, this legislation will too help reduce the incidents and tragedies of fire.

20th Burn Center Golf Invitational-Course Preparation

The Twentieth Annual Burn Center Golf Invitational (BCGI) will be held August 25, 2008. The event will again be played on the Championship Brute and Highlands Courses of the Grand Geneva Resort & Spa in Lake Geneva. The golf outing and evening program is presented by the Wisconsin Alliance for Fire Safety, assisted by Columbia St Mary's Milwaukee Foundation and sponsored by the Midwest Sprinkler Industries and the Milwaukee Fire Department. The dedicated steering committee couple with dedicated volunteers has always been the successful formula for its success.

The 19th event raised \$110,000 and brought the invitational total for the BCGI to a benchmark \$1,614,000. All proceeds directly go to our charities; Columbia-St. Mary's Regional Burn Center, Wisconsin Alliance for Fire Safety Summer Camp for Burn Injured Youths, Newspapers in Education Fire Safety Program, National Fire Sprinkler Association Education Fund and other WAFS programming.

The event has contributed more than \$1,050,000 to support burn injured survivors as they ordeal their pain in the burn unit. State-of-the-art equipment has been purchased with some of the funds and presently monies are being dedicated to the construction of the unit being built for the new hospital. All thirteen WAFS camps have been supported by the generous participants and contributors of the outing. Several energetic fire safety programs have been initiated from some of the proceeds.

Sponsors of the 2008 event will be again be given meaningful and artistic recognition remembrances. Awards will also be given for winners on both courses for total scores and special events. Participants in the golfing event will receive a pair of quality golf shoes for this year's give-away.

[NFSA Online Interactive Seminars Schedule - *Get Wisconsin CEU's](#)**

The 2008 On-line Technical Seminars have been scheduled. All seminars are conducted by NFSA staff or consultants on Tuesdays and will start promptly at 10:30 A.M. Eastern Time and run approximately 1.5-hours.

Seminar topics are designed to different levels of understanding, Basic (B), Intermediate (I) and Advanced (A) levels. There are several seminars that cross two levels.

NFSA Member Cost: \$125.00* per seminar per computer

Non-member Cost: \$250.00* per seminar per computer

Members Participation Verification w/Certification: \$25.00

Members Participation Verification w/Certification: \$50.00

Technical Tuesday Schedule for Winter/Spring 2008

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Date	Topic	Instructor
Apr 22	Water Supply Systems (B/I)	Cecil Bilbo, Jr.
May 6	Exposure Protection Systems (I)	Russell P. Fleming, P.E.
May 20	Water Cooling Towers (I)	Michael Friedman, P.E.
Jun 10	Standpipes, Pressures and Pumps (I)	Kenneth E. Isman, P.E.
Jun 24	The Extent of Systems (B)	Jeff Hugo

The topics for the **2008 “BUSINESS THURSDAY”** Seminars have been specifically selected to help the fire sprinkler contractor deal with current problem areas in the business environment. The instructors bring varied backgrounds relevant to the subjects they will be teaching.

The Technical On-Line Seminars have been approved for 1.5 –hours CEU credit in Wisconsin. This is monumental because those needy contractors/fitters not finding the availability to get away from the workplace or jobsite will find this opportunity quite convenient. From the desktop of an office or the comforts of a home, one can watch the 1½-hour live-interactive seminar and receive credit. When registering for the seminar, the registrant needs to inform the NFSA that they are in need to receive Wisconsin CEU’s. Those needing CEU’s for *their 2004 license need to have their 12-hours of CEU’s completed and submitted prior to March 30, 2004. We can help! NFSA is offering to all AHJ’s the member rate for these live on-line seminars. Order all 10 and save 30%. For more information on this offer and information on these seminars please contact Dawn at Dawn@nfsa.org or 845-878-4200 x133.*

Date	Topic	Instructor
April 17	ICC Code Development Process and FS-FP Proposals	Bruce Johnson and Dorothy Harris
May 8	Best Practices	Brian Cullen
June 19	Safety for Contractors	Ray Lonabaugh

You can attend a NFSA Seminar without traveling to a classroom. For more information and to view a demonstration, visit our Website at www.nfsa.org, or call Dawn at (845) 8784200 x 133. Check these on-line programs:



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SIX WEEK ON-LINE PROGRAMMING:

NEW HYDRAULICS FOR FIRE PROTECTION SYSTEMS,

PUMPS FOR FIRE PROTECTION

RESIDENTIAL SPRINKLERS HOMES TO HIGH-RISE

INSPECTION, TESTING & MAINTENANCE OF WATER BASED FIRE PROTECTION SYSTEMS

NFSA North Central Regional In-Class Seminars

Your Regional Manager is looking to schedule more 2008 programming, Contact Dan Gengler (262) 245-5255 or dannfsa@aol.com for information or registration. Check the NFSA web site to register and to link to our other regions for seminars that may fit your educational needs.

The McFarland, WI Fire Department is co-sponsoring One-Day Plan Review, Policies and Procedures (April 29), One-Day Pumps for Fire Protection (April 30), Half-Day Commissioning & Acceptance Testing of Fire Sprinkler Systems and Half-Day Advanced Pumps (May 1) seminars. Get Minnesota & Wisconsin CEU's for attending.

The Oak Creek, WI Fire Department is co-sponsoring Half-Day Introduction to Fire Sprinkler Systems (June 10), One-Day Plan Review, Policies and Procedures (June 11), Half-Day Commissioning & Acceptance Testing of Fire Sprinkler Systems and Half-Day Underground Piping for Fire Protection Systems (June 12) seminars. Again, get Minnesota & Wisconsin CEU's for attending.

Milwaukee will be hosting an Inspection and Testing Technician NICET Level 2 Study Review Seminar - This three-day seminar has been developed for individuals that inspect and test water-based fire protection systems. The purpose of the seminar is to assist individuals in advancing their careers by reviewing material necessary for Level II certification in the relatively new NICET Subfield of Inspection and Testing of Water-Based Fire Protection Systems. Watch for location in May report.

Contact Dawn Fitzmaurice, NFSA @ (845) 878-4200 ext. 133 for information or registration for any NFSA training program. Check the NFSA web site, www.nfsa.org, to register and to link to our other regions for seminars that may fit your educational needs.

Special Discounts:

Register 5 Attendees for One Class; get a 6th Free for that Same Class.

Non-Member Fire & Building Officials: When a building or a fire official wants to take an NFSA "full-day in-class" seminar, they can get a special discount package that pays for the seminar and also gives them a one-year membership in the NFSA. The regular seminar fee is \$99.00 dollars and the regular one-year subscriber membership is \$85.00 dollars. That totals \$184.00 but when you join the NFSA as a subscriber member when you register for the NFSA seminar, you only pay a combined fee of \$149.00 dollars which saves you \$35.00 dollars on the total package.

Just make sure you check-off the "F&B" box with red pricing on the seminar registration form.

By becoming a member and taking an NFSA seminar all at the same time, you're getting valuable industry information both ways.

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NFSA Honor Role - Thanks for your industry support!

Viking Automatic Sprinkler Company

St. Paul, MN

(04/01/56) 52 years

NFSA Code of Ethics Preamble

The members of the National Fire Sprinkler Association recognize that their work has a direct, as well as indirect, impact on the quality of life for all humanity. Accordingly, the services provided by NFSA members require honesty, impartiality, fairness and equity, and must be dedicated to the preservation of life and property and the further enhancement of the public safety, health and welfare. In practice of their profession, members

of the National Fire Sprinkler Association must maintain and constantly improve their competence and perform under a standard of professional behavior, which requires adherence to the highest principles of ethical conduct with balanced regard for the interests of the public, clients, employees, colleagues and the greater fire protection community they serve. Members of the National Fire sprinkler Association are expected to act in accordance with the provisions of this code of ethics and all applicable laws, and actively encourage others to do the same.