



# REGIONAL REPORT

## North Central Edition



*Daniel J. Gengler*  
*Regional Manager*

PO Box 280  
Williams Bay, WI 53191

Phone: (262) 245-5255  
Fax: (262) 245-5258  
Cell: (914) 414-3336

*April 2009*

## NFSA Annual Seminar & Exhibition 2009 – LAST CHANCE To REGISTER!

**GET WI CEU's for Seminar <http://www.omnihotels.com/FindAHotel/OrlandoChampionsGate.aspx>**

Have you made plans for the upcoming NFSA Annual Seminar & Exhibition scheduled for April 30 – May 2, 2009? Schedule today for the annual opportunity to enhance your business at the Omni ChampionsGate Resort in Orlando, Florida Find all the details at the “[Conference Registration](#)” link at the NFSA website at [www.nfsa.org](http://www.nfsa.org).



With programming focused on industry advancement and business survival strategies, fire sprinkler contractors will find immediate value. There are “early-bird” registration discounts, and even a special reduced registration fee for contractors’ management teams.

Presentations such as “**Surviving During Tough Economic Times**” presented by **Buddy Dewar**, NFSA’s Director of Regional Operations and “**The Closure’s Guide to Selling During Tough Times**” by a Dale Carnegie representative will bring sharp focus directly onto issues facing the fire sprinkler contractor during this economic downturn. **The deadline** to make reservations in the NFSA room block at ChampionsGate is **April 3, 2009**. Keep in mind that while NFSA has contracted for every available room in the hotel, as in the past, the block will fill early. Also, be sure to check the NFSA website regularly as we have been posting the results of airfare searches from a dozen or so major U.S. cities to Orlando.. Everything is shaping-up for another excellent seminar & exhibition and hopefully you will be there to benefit from the whole experience. The information brochure can be viewed in detail and downloaded from our website at [www.nfsa.org](http://www.nfsa.org)

## NFSA Announces Gey as 2009 Golden Sprinkler Award Recipient

NFSA’s Awards Committee has announced Wayne Gey as this year’s Golden Sprinkler Award Recipient. Wayne started Wayne Automatic Fire Sprinklers, Inc. in 1978 with two employees, lifelong friend Chuck Price and his 14 year old son, Clark. 31 years later, Wayne Automatic Sprinklers has grown to become a thriving, successful enterprise, largely because of Wayne’s philosophy of doing every job the right way and always

taking pride in one's work. Wayne built the company from within by rewarding employees for hard work though shared profits and earnings. His integrity and passion for the industry has never faltered. Wayne is the immediate past chairman of NFSA's Board of Directors. He is a past-President of the Florida Fire Sprinkler Association, serving on the Board of Directors since 1978. His longtime support of both the NFSA and Florida Fire Sprinkler Association – a Chapter of NFSA is well documented. He will be presented with the award before hundreds of his peers during the opening ceremony at NFSA's Annual Seminar & Exhibition scheduled for April 30 – May 2 in Orlando.

## **NFSA Consultant to Open Academy of Fire Sprinkler Technology**

During his 20-year career in the fire sprinkler industry, Cecil Bilbo recognized that most of the training for sprinkler system layout technicians occurs on the job. He has always dreamed of running a school specifically for this field. Recently, Bilbo saw an opportunity for this goal to become a reality and he founded the Academy of Fire Sprinkler Technology in Champaign, Ill.

In conjunction with Parkland College, in Illinois, the Academy will begin teaching students from around the country this August and will provide them with the practical experience needed to become fire sprinkler system engineering technicians.

“The people that graduate from our program will be ready to go to work when they graduate. This is a career path that can offer jobs during the recession, it's a good-paying career, and there is a demand for trained technicians in the industry,” said Bilbo, President and Director of Engineering Technology at the Academy of Fire Sprinkler Technology.

An experienced sprinkler technician with expertise in layout, detailing and calculating fire sprinkler systems, Bilbo has served for the past several years as NFSA's Director of Technical Services, but has stepped down from this position in order to open the school and develop a curriculum for fire sprinkler technicians. He will, however, continue on as a consultant with the NFSA, teaching classes and serving as one of NFSA's Experts of the Day, helping to answer members' questions.

The Academy of Fire Sprinkler Technology will offer two different programs: a two-semester certificate and a four-semester associate's degree. “The best part is that folks can come from anywhere and live here while they attend for about \$1,000 per month. After 20 months of school, the graduate can make a salary of \$30,000 to \$45,000 per year,” Bilbo said.

The two-semester certificate will be jointly administered by the Academy and the Fire Services Institute at the University of Illinois, where students will be able to complete the necessary coursework in just eight months. The four-semester associate's degree in Applied Sciences – Sprinkler System Technology will be jointly awarded by the Academy and Parkland College. Students will complete this necessary coursework in 18 to 20 months. Classes will cover building codes, standards for installation of sprinkler systems, building construction, CAD systems used to lay out a systems, and hydraulic analysis.

The Academy has already filled 12 of its 40 student spots for the upcoming academic year. To be considered for acceptance, one must have an aptitude for math and spatial awareness.

For more information on the Academy of Fire Sprinkler Technology, visit [www.sprinkleracademy.com](http://www.sprinkleracademy.com), or e-mail [info@sprinkleracademy.com](mailto:info@sprinkleracademy.com)

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## NAHB CONTINUES EFFORT TO KILL SPRINKLERS

The National Homebuilders (NAHB) and their affiliates across America have launched a nationwide effort to prevent state and local adoption of the International Residential Code (IRC) that would mandate the installation of fire sprinklers in all new one-and-two family dwellings and townhouses effective January 1, 2011. To date, the following states have had bills filed or other initiatives started to achieve this blockage: **Alabama, Alaska, Arizona, Arkansas, Idaho, Illinois, Maine, Missouri, Minnesota, North Dakota, Texas and Utah.**

Several states have had some intense legislative activity; Arizona and North Dakota were hit like Pearl Harbor with the NAHB initiative. North Dakota has passed the measure through their legislature totally ignoring appeals by the fire service petitioning senators and representatives for fairness and understanding the consequences of creating a fire safety unfriendly bill. Arizona was too blindsided by the anti-fire sprinkler bill that too ignored pleas for recognizing the unfunded mandate causing fire protection needs for growing communities.

In order to be effective in efforts to help states fight this type of destructive legislation, the NFSA Regional Managers throughout the country need to be informed as soon as possible when there are homebuilder activities that will block residential sprinkler adoption. The basic information that is needed right away is:

- The Bill Number;
- The Bill sponsors and co-sponsors;
- The first committee to which the Bill has been assigned (if possible).

As can be expected, there is also other information that is needed but that can be gathered by the NFSA Regional Manager. The most important part in all of this is having eyes and ears tuned into what is going on in each state and starting the process early enough to be effective in stopping these dangerous activities. And they are dangerous activities that most people living in a community don't know about. 84% of our annual fire deaths occur in residential occupancies. On average, that's eight people dying every day somewhere in America and 50% of those annual fire deaths kill children under five years-of-age and seniors over 60. Most people don't realize the **death trap** they are living in, not only for the owners and their families but also for the firefighters who are expected to perform the impossible and fix a problem that should never have been allowed to develop over the years. When homebuilders say that "**New homes don't burn**", they are not practicing a reasonable level of "**duty of care**" and they should be held accountable for that in courts throughout this nation. Thanks for helping to keep me informed and ready to act.

For updated information nationally, check the NFPA site @ <http://www.firesprinklerinitiative.org> of the NFSA map site @ <http://www.nfsa.org/NFSAStateMap.xls>.

## Fire Sprinkler Incentive Act Introduced to 111<sup>th</sup> Congress

On Wednesday, February 25, 2009, Representative Jim Langevin (D-RI), introduced the Fire Sprinkler Incentive Act to the 111th Congress. The bill, which will become the Fire Sprinkler Incentive Act of 2009, will be HR1194. The Bill was introduced with 67 co-sponsors already on board including primary cosponsor Representative Eric Cantor (R-VA). On March 3, 2009, the NFSA Common Voices advocacy ladies, accompanied by representatives of the national fire and building organizations, fire sprinkler labor representatives and uniformed fire personnel, will be visiting selected Congressional offices on Capitol Hill to drum up additional cosponsor support for the bill.

## Fire Safety Winners Named

The [International Association of Fire Chiefs](#) is being honored for its development and administration of the National Fire Fighter Near-Miss Reporting System. The goal of the program is to prevent and reduce injuries and deaths in the fire and emergency services by sharing data and case studies of near-miss incidents submitted by firefighters. Since the program was established in 2005, more than 2,500 reports have been submitted by firefighters from the largest metropolitan departments to one-station rural departments. Because of the value of the information, departments across the country are now incorporating near-miss data into their training programs and education materials.

A survivor advocacy group founded by the [National Fire Sprinkler Association](#), Common Voices consists of six women who have been sharing their stories of personal loss to advocate for fire sprinklers. Since the group was formed in 2007, they have visited Capitol Hill on many occasions to meet with members of Congress to advocate for the Fire Sprinkler Incentive Act. They were also actively involved in the adoption of the International Code Council's Residential Code in 2008, providing compelling testimony at the ICC hearings. In addition, they continue to travel across the country speaking to the fire service and local decision makers and testifying at code hearings to move forward fire-sprinkler initiatives.

CFSI President Bill Jenaway and NFFF Chairman Dennis Compton issued a joint statement recognizing the two recipients for their achievements. "We look forward to presenting the Senator Paul S. Sarbanes Award to the International Association of Fire Chiefs and Common Voices for their outstanding contribution to the safety of our fire service. Through their programs, both have embraced the ideals of the Sarbanes Award and the Life Safety Initiatives established by the national fire organizations in 2004. We also extend our thanks to each of the organizations nominated for this award for their contributions to firefighter safety."

The awards will be presented at the 21st Annual National Fire and Emergency Services dinner on April 2, in Washington D.C. Named after retired-Sen. Sarbanes (D-Md.), a strong advocate for firefighters and rescue personnel during his 36-year career in Congress, the award recognizes organizations for their outstanding contributions to firefighter health and safety. State Farm Insurance and VFIS serve as the corporate supporters of the award program. I know we covered this the other day on the phone, but thought I should also reply in writing.

## Harvel Publishes New CPVC Fire Sprinkler Piping Installation Guide

*Harvel Plastics, Inc., has published a new comprehensive 72-page CPVC Fire Sprinkler Piping Installation Guide to provide the fire sprinkler industry with its most comprehensive printed resource for technical data on installing CPVC fire sprinkler systems.*

Easton, Pa. ([PRWEB](#)) February 25, 2009 -- Harvel Plastics, Inc., has published a new comprehensive 72-page CPVC Fire Sprinkler Piping Installation Guide to provide the fire sprinkler industry with its most comprehensive printed resource for technical data on installing CPVC fire sprinkler systems.

The guide includes complete instructions for handling and fabricating a Harvel® CPVC fire sprinkler piping system, as well as extensive engineering and design data, application listings and approvals, detailed reference tables and pressure ratings, industry standards and test methods, explicit assembly procedures, safety and caution data, storage and handling information, contractor resources, and much more.

Harvel CPVC fire sprinkler pipe is produced in strict compliance with ASTM standards and is in

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conformity with all major model codes. It is NSF certified for potable water use, listed by UL and C-UL, Factory Mutual approved, and approved for NFPA light hazard applications (NFPA 13, 13R & 13D systems).

Harvel's CPVC material characteristics and pipe dimensions provide unique advantages in fire sprinkler installations including superior hydraulics, ease of joining, and increased hanger spacing in comparison to other plastics. It is assembled with inexpensive, readily available tools and is based on a product with a continuous service history of more than 40 years.

Harvel's CPVC Fire Sprinkler Piping Installation Guide is available by contacting Harvel. A downloadable version is also available at: <http://HarvelSprinklerPipe.com>.

## Sprinkler Saves

### Sprinkler limits fire damage at Paper Box Co.

A fire at the Paper Box and Specialty Co. in Sheboygan destroyed an air compressor but did no other damage thanks to a sprinkler system, the Sheboygan Fire Department reported this morning. The fire was reported about 8:30 p.m. Wednesday at the company, 1505 Sibley Court.

Shift Commander Vernon Koch said there was no one in the building at the time, but an automatic fire alarm was triggered. Firefighters arrived to find smoke filling the building. An activated sprinkler system kept the fire from spreading beyond the air compressor. No information was given on how the compressor fire started. The compressor was valued at \$40,000.

### St. Cloud's Woodcraft Industries Experiences Sprinkler Save

Firefighters were called at 9:12 p.m. on March 7, 2009 to the business at 525 Lincoln Ave. SE. A fire started from wood chips in the machine, St. Cloud Fire Capt. Glen Koshiol said. The building's sprinkler system was able to put it out before it spread, he said. The fire caused \$20,000 in damages and the building was saved. The machine that started on fire puts edging on wood. No injuries were reported.

### Tupperware The Source Of Apartment Fire

A piece of Tupperware catches on fire in an oven, causing \$25,000 in damage to an Eau Claire apartment. The Eau Claire Fire Department was called to 4880 Otteson Lane just before noon on March 7, 2009. Battalion Chief Kim Nessel says the fire was started accidentally when a person tried to preheat an oven with Tupperware inside. He says one person was treated at the scene, but taken to Sacred Heart Hospital for smoke inhalation.

A sprinkler system had put out the fire before the department even got there. Nessel says the system likely saved many lives as well as substantially reduced the amount of damage to the building. One occupant was treated then released from a local hospital for smoke inhalation.

## **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](mailto: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.

## **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](mailto: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](mailto: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](http://www.nfsa.org)

## **MINNESOTA: [www.nfsamn.org](http://www.nfsamn.org)**

### **MN delays fire sprinklers in new homes constructed after Jan. 1, 2011**

**Brad Swenson Bemidji Pioneer**  
**Published Wednesday, February 25, 2009**

Rules to mandate automatic fire sprinklers in new homes constructed after Jan. 1, 2011, will be delayed, the state Department of Labor and Industry (DOLI) says. In a decision announced Monday in a letter to code officials, design professionals and contractors, the state agency cited four criteria in its decision not to move forward with the adoption of the 2009 building code recommendations that include the mandatory sprinkler provision.

“Given the drastic slowdown of the construction economy, we feel it is not the appropriate time to be updating regulations,” Steve Hernick, state building official, and Jerry Rosendahl, state fire marshal, said in the DOLI letter.

The International Code Council voted to add the provision to its International Residential Code during its meeting last fall in Minneapolis. The IRC, which is updated every three years, is basis of the Minnesota Building Code.

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Labor and Industry Commissioner Steve Sviggum held a town meeting in December at Bemidji to gain input on the provision, and had planned to appoint an advisory council to formally begin a public hearing process on the new code when it was to be published in March.

“We appreciate that government understands the significant burden adopting a new building code would place on both homeowners and builders at this time,” Monte Mraz, Builders Association of Minnesota president said Tuesday in response to the memo. Minnesota will forgo adopting the 2009 version of the International Code Council residential and fire code and instead wait to review the 2012 version, when available, he said. “We are confident that the existing residential building code will continue to protect homeowners,” Mraz said. “What we have now works; there will be no harm to citizens by the delay.” In July 2007, Minnesota adopted the 2006 International Residential Code with a number of amendments. As an example, “BAM introduced requirements to the building code that address best building practices to reduce water intrusion,” said Mraz.

Minnesota also recently adopted a strict residential energy code to be implemented this summer. The new energy code includes provisions for reducing moisture-related problems in new residential construction and remodeling. Mraz added, “Minnesota is known as a national leader in energy efficient construction for good reason. We build the most efficient homes in the country and have the data to prove it. The next version of the energy code will keep us on this path,” he said.

If Minnesota were to adopt the 2009 version of the IRC without amendments, every new construction permit pulled including single-family homes, would require fire sprinklers, Mraz said. By deciding to forgo adoption of the 2009 codes, the fire sprinkler mandate for all single-family homes will not go into effect for quite some time, if at all.

Reasons DLI cited for issuing the delay include;

- The availability of volunteers for technical advisory committees, given cutbacks in code jurisdictions, among design professionals and product suppliers.
- The staff time involved by state agencies for both the committee work and the rules process under the Administrative Procedures Act.
- The cost of code books and reference materials for townships, cities, counties, state agency offices, design professionals and other industry members.
- The cost of training for builders, designers, code officials and other industry members and the focus of the training on changes rather than other critical concepts.

“Based on the above criteria, we will not be moving forward with the adoption of the 2009 IRC, IBC or IFC and will strive to have our advisory committees and the state fire chief’s code committee ready to review the 2012 editions of these codes,” Hernick and Rosendahl wrote.

## **MN HF 968 is Heard by Labor & Consumer Protection Division Committee**

The Minnesota House Labor & Consumer Protection Division Committee heard House Bill 968 that would create a Board of Residential Construction. If approved legislatively and signed by the governor, the bill would become law resulting in a committee of thirteen members, twelve of with each appointed by the governor with the advice and consent of the Senate. The make-up of the committee calls for four licensed building

contractors, two certified building officials, a residential construction supplier, two contractors, a fire marshal, a licensed manufactured home installer and a member of the public. The Department of Labor & Industry would have a non-voting position facilitating the agenda of the committee.

The bill introduced by Representative Larry Hosch had some interesting debate. Proponents stated that when dealing with commercial property, builders have to hire someone to interpret the code while for residential they have to know it, a fruitless argument. Another suggested that builders have a trade expertise that building officials did not.

The MN Association of Building Officials found fault in the make-up of the committee sighting what did a manufactured homebuilder have in scope that qualified them to be making decisions on high-rise residential construction elements. Another building official was concerned about language not addressing loopholes in safety.

Chief Nyle Zikmund, Legislative Liaison for the MN State Fire Chiefs, strongly suggested that the code is designed for the public's safety. He mentioned that his organization has only testified but twice in the last five years in opposition to proposed legislation and felt this was an issue of great concern for them to stand in opposition.

Representative Hosch closed by saying he would revisit some of the issues raised to attempt to get a board established. He even felt "sprinkling" could be addressed. That was the only reference to fire sprinklers during the hearing.

The committee voted to pass to return to Commerce & Labor. That committee would be required to clear opposition before moving it on by the March 27, 2009 deadline. If not, the bill dies in that committee.

## Fire Sprinkler Forum

The Second Annual Minnesota Code Forum was conducted March 24, 2009 at the Mermaid Event Center in Moundsview. More than sixty-five fire service, building officials and fire sprinkler contractors participated in the 6.5-hour program aimed at helping Authorities Having Jurisdiction and contractors find common ground on local ordinances, municipal polices and get a better understanding of the International Residential Code-2009 and its opportunities for movement in the state. Topics included:

- *IRC/ICC Vote - What Does It Mean For Minnesota?* Bob Imholte, Fire Safety Resources, LLC
- *Organizing for Residential Sprinkler Code Adoption* Chief Nyle Zikmund
- *Repeal of Mini-Max in Minnesota. How would this affect your city?* Steve Zacaard, St. Paul Fire Marshal
- *Department of Labor & Industry Town Hall Meetings* Commissioner Steven Swiggum, DOLI
- *Fire Sprinkler Rule-Making Process Update* Jon Nisja, MN Fire Marshal Division
- *Build it -- and they will come! The Illinois Residential Fire Sprinkler Experience* Tom Lia, Northern Illinois Fire Sprinkler Advisory Board

The day-long session culminated with a panel discussion that had questions from the audience to the presenters. The program was deemed an informative effort well worth the time expended by the attendees. Plans are already in the works for 2010 with a possible visit to the western part of the state.

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**WISCONSIN:** [www.nfsawi.org](http://www.nfsawi.org)

## **Wisconsin Creates Contractor Registration**

Beginning July 1, 2009, building contractor businesses in Wisconsin need to be registered with the state Department of Commerce

A four -year, \$25 per year, building contractor registration will be required beginning July 1 for businesses whose work is regulated under any of the Commerce codes affecting commercial buildings, places of employment, one- and two-family dwellings, and public swimming pools.

Registrations can be done via the Internet. Those done by mail or in person will have a \$15 processing fee. There are no exams or education prerequisites for the registration.

The department decided to adopt the registration as an emergency rule in order to put the process in place for the 2009 construction season.

There was a hearing in January on a code change proposal that is the basis of the emergency rule, which is effective March 2, 2009. A contracting business will need the registration to do most types of building construction work, to obtain building permits, to provide bids or contracts, or to work as a subcontractor. Individual employees of contractors will not need this registration, nor will someone who is working on property they or their employer owns or leases. Individual licenses, certifications, etc., may be needed under other state codes or municipal ordinances.

Businesses that currently hold one of nine business credentials issued by the Safety and Buildings Division of the Department of Commerce, such as dwelling contractor certifications, elevator, or HVAC contractor registrations, do not need the new registration. Fire protection is not one of the nine.

In part, the registration was adopted to help consumers and local and state agencies better identify businesses that work in construction. Enforcement of the registration system will be done by people in the construction industry, as consumers, contractors, local and state agencies, and suppliers find out who does and does not have the registration.

Registration allows contractors to get more information on codes and about safety and health practices.

Contractor voices should be heard in discussions about construction regulations.

More information will help contractors know their responsibilities in terms of taxes, worker's compensation insurance, and unemployment insurance. Some contractors are not following those regulations, which leads to unfair competition.

The Safety and Buildings Division has a Building Contractor Program Web page that provides more information and via which contractors can now register:

<http://commerce.wi.gov/SB/SBBuildingContractorProgram>. There is a list on that site which identifies most of the business types that will need to register.

**NFSA-WI Chapter Annual Summer Meeting, Seminar, Exhibition and Golf Outing**

The Annual NFSA-WI Summer Meeting, Seminar and Golf Outing has been scheduled for July 22, 2009. The meeting, seminar and exhibition will be held at the Holiday Inn Express in New Berlin. Golf will be played at nearby Morningstar Country Club. **Buddy Dewar, NFSA Director of Regional Operations**, will give a 1.5-hour CEU accredited program on Inspection, Testing & Maintenance of Sprinkler Systems Contract Language. All should have received their notices. If not contact me at (262) 245-5255 or [dannfsa@aol.com](mailto:dannfsa@aol.com).

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

The 2009 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

### **April 7, 2009**

#### **Older Systems and Components**

*Russell P. Fleming, P.E. Executive Vice President – Intermediate*

Older systems and components are often encountered when dealing with additions and renovations of existing buildings. In many cases the components, designs and installation techniques would not be allowed for a new installation under today's rules. This seminar will review the official positions of codes, standards, and listings relative to what can be kept in use and what must or should be replaced. This seminar will also address the various fire sprinkler product recall and voluntary replacement programs that have taken place over the years, discuss their status, and review obligations when encountering those products still in service.

### **April 21, 2009**

#### **Questions on Single Family Sprinkler Installations**

*Jeff Hugo, CBO, Manager of Codes*

#### Intermediate

With the passage of mandatory sprinkler requirements in the 2009 edition of the International Residential Code, the number of questions regarding the use of NFPA 13D have increased. This seminar will cover the common questions regarding the design of sprinkler systems, arrangements of water supplies and the potential use of wells and well pumps to meet system demand.

The topics for the **2009 "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.

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 2008 license need to have their 12-hours of CEU's completed and submitted prior to March 30, 2008. We can help! **NFSA is offering to all AHJ's the**

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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](mailto:Dawn@nfsa.org) or 845-878-4200 x133.

April 16, 2009

Best Practices Update

Brian Cullen

Brian Cullen is a seasoned professional who effectively uses his skills in leadership, development and coaching to help clients achieve their most favorable business results. His presentation will include an overview of best practices and what is being done to help the fire sprinkler industry achieve its goals.

**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](http://www.nfsa.org), or call Dawn at (845) 8784200 x 133. Check these on-line programs:**

**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 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](http://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!

**NFSA North Central Regional In-Class Seminars**

Your regional manager is looking to schedule 2009 programming in a facility near you. Please contact at [dannfsa@aol.com](mailto:dannfsa@aol.com) or call (262) 245-5255. 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 Sprinklers for Dwellings (May 6), Half-Day CPVC Piping Installation Requirements & Procedures (May 7), Half-Day Dry Foam Water Sprinkler System (May 7) and a One-Day Inspection, Testing & Maintenance of Water Based Fire Protection Systems. Get Minnesota & Wisconsin CEU's for attending.

The NFSA \_ Wisconsin Chapter is co-sponsoring the WI State Fire Inspector's Area 5 three day seminars June 9-11, 2009 in Oak Creek, WI. Classes are closed to Wisconsin authorities having jurisdiction.

A Project Management Program was been scheduled for Minneapolis July 7 & 8, 2009. Details will be posted next month.

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](http://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.

**NFSA Honor Role- Thanks for your industry support!**

**Viking Automatic Sprinkler Company**

**St. Paul, MN**

**(04/01/56) 53 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.*