



Bureaucracy is a challenge to be conquered with a righteous attitude, a tolerance for stupidity, and a bulldozer when necessary

Peter's Laws

I think this statement, one of 19 published as the *Creed of Sociopathic Obsessive Compulsive*, really hits the mark in national, state and local quests for fire sprinkler legislation. Many have experienced all of these elements when attempting to assist these governmental levels to create a safer America. You see the daily disdain in this country when looking at the number of deaths occurring from the war in Iraq. What took five years to attain in military fatal casualties takes a year in fires to accomplish. Where is the outcry for something that can save lives domestically? Why can't the bureaucracy loosen up to protect those at home?

Chairman Wayne Gey Named Florida's Entrepreneur of the Year

NFSA Chairman of the Board Wayne Gey was named Ernst & Young's Florida Entrepreneur of the Year in the service division. Gey is also CEO of **Wayne Automatic Fire Sprinklers Inc.**, a full-service life safety company that specializes in automatic fire sprinklers and fire alarms for the construction industry.

Gey is now eligible for consideration for the Ernst & Young Entrepreneur of the Year 2007 national program. Award winners in several national categories, as well as the overall national Ernst & Young Entrepreneur of the Year award winner, will be announced at the annual awards gala in Palm Springs, Calif., in November. The overall national Entrepreneur of the Year award recipient is then considered for the world event held in Monte Carlo.

Now in its 21st year, the Entrepreneur of the Year awards recognizes outstanding entrepreneurs who are building dynamic and growing businesses. The program honors entrepreneurs through regional, national and global award programs in over 125 cities and 40 countries.

NFSA Northwest Area Director's Company Honored

NFSA Pacific Northwest Area Director, Jeff Bennett, was honored to announce that his company, **The McKinstry Company**, headquartered in Seattle, Washington, has been recognized by Washington CEO Magazine as Washington's best place to work. In addition to being honored at an awards ceremony at the Washington Trade and Convention Center, McKinstry is featured in the July issue of Washington CEO. Must be something they serve at the Board Meetings!

The Tale of Two Fires

The tragic South Carolina catastrophic furniture store fire taking the lives of nine of Charleston's Fire Department's bravest was a sad reminder of the "grandfather clause" dilemma our country faces with many productive measures to secure safer buildings, especially when it comes to fire sprinkler protection. This was no more evident than what happened twenty-four hours later.

A fire in Ormond Beach, Florida had a similar situation that ended in but \$8,000 damage because fire sprinklers played a major roll intervening keeping firefighters safe, product available and a building on the tax roles. Precious Florida water was saved and environmentalists had little to raise issue with air pollution.

This is a great sprinkler success story states **Mike Garrett, Building Official/ Fire Marshal for Ormond Beach**. "The building's sprinkler system did its job. There were no fatalities, no injuries, and a very small amount of property damage. With some minor clean up the business will be back up and running in a day or so. This is a great example of how sprinklers help with business continuity."

[NFSA Board Meetings – June 2007](#)

Here are a few excerpts of minutes of the One Hundred and Sixty-Fifth Meeting of the Board of Directors of the National Fire Sprinkler Association, Inc. The meetings were held in Indianapolis, Indiana on June 20, 2007. The quarterly meetings include sessions for the Board as a whole, Contractors Council, Supplier and Manufacturers (SAM) Council, Sprinkler Manufacturers Council and NFSA Staff reports. These meetings signify the direction of the industry.

During the Contractors Council forum a question of quality installation was raised. Board Member **Todd Little, RCI Systems, Inc.-Arizona** noted that the city of Scottsdale uses a program of pulling random sprinklers. Evidence of improper installation can lead to loss of the ability to install sprinklers. General discussion led to an agreement that Board Member **Jack Thacker, Allan Automatic Sprinkler Corporation-California** is correct in trying to alert local officials to the problem, determining the responsible contractor and attempting to call for random sampling of past work.

Also at the Contractor's Council Meeting, a report on the IRC/Residential Fire Coalition was given by Board Member **Carmine Schiavone, Central Sprinkler Corporation-Pennsylvania**. He provided an update on IRC and expenses associated with these efforts. He reported that the next chance to modify the IRC will be September 2008 in Minneapolis. He recommended that we continue to use the same strategy of identifying local champions and captains to attempt to influence the IRC votes. He stated that he is working on the 2008 plans, and encouraged the SAM organization to consider helping out a little more, since there will be significant benefits (i.e. a \$1.7B addition to the fire sprinkler industry) if this project is successful. Mr. Schiavone estimated that 800 votes will be needed in order to win in the 2008 campaign, and this will require the commitment of 40 friends in 20 states. The best information regarding this vote is that it will require more than 50% in favor as opposed to the 2/3 majority vote that was needed in New York this past May. That meeting was to overturn previous action through the International Code Council process.

NFSA Vice President of Engineering Ken Isman informed the Contractors Council that NICET is fundamentally changing the way they do business. NICET currently tests individual work elements, and certification at different levels as based on accumulating credit for work elements. NICET is trying to get accredited by the prestigious ANSI organization and, as a result, is looking at a single certification exam for each level. This is because ANSI does not like smaller tests on individual elements; instead, ANSI requires larger tests (i.e. 100 questions) on an industry wide basis, similar to the Professional Engineering exam. Mr. Isman indicated that NFSA has been providing feedback to NICET that we disagree with this approach, but it appears that NICET is not going to change its approach.

Mr. Isman emphasized that any individuals who are significantly down the current path to NICET certification should be encouraged to finish quickly so they can get to the next level. It will probably be eight to twelve months minimum until NICET officially makes any changes, even if we are not able to influence them to re-evaluate their current position. Mr. Victor stated that

NICET will still need to let people go one level at a time, and they are ready to put the exams together.

Another issue brought to the Contractors Council included a notation that last fall, the American Society for Sanitary Engineering (ASSE) proposed the development of six new standards regarding the design and installation of "plumbing based" fire protection systems in residential occupancies. The push for these new standards came from within the ASSE from a fire marshal in Oregon (who is also a plumber) and a number of union plumbers who are affiliated with the United Association (UA).

Using our relationship with the United Association (UA), that has been established over the years with the NFSA Labor Department, the NFSA was able to coordinate a number of meetings with the UA, the ASSE and the NFSA Labor and Engineering Departments, which culminated in the ASSE recognizing that they do not need to develop many of the standards that they originally proposed. The ASSE Board agreed to drop four of the standards (having to do with installation standards and multi-family occupancies) and only develop two new standards as follows:

Professional Qualifications for Installers of "Plumbing Based" Fire Sprinkler Systems in 1 & 2 Family Dwellings

Professional Qualifications for Inspectors of "Plumbing Based" Fire Sprinkler Systems in 1 & 2 Family Dwellings

The ASSE has established a committee to work on the development of these documents that includes fire protection experts and UA sprinkler fitters. The committee met on April 11-12 in Cleveland, OH to initiate drafts of the two new standards. Ken Isman represented the NFSA at these meetings, although not a voting member of the committee. The NFSA continues to object to the development of these documents, but recognizes that if the committee moves forward, it needs to do so with technically correct information. The committee was very respectful and addressed all of the NFSA concerns over the technical content of the new standards.

The committee has agreed to limit the scope of the new standards to combine plumbing/sprinkler systems. The installation of stand-alone sprinkler systems will be completely exempt from the scope of either of these two documents. The drafts will go for at least one more round of revisions before they are voted on by the committee and sent to the ASSE Board for approval. The earliest that the documents would be published by the ASSE would be early 2008.

[Center for Campus Fire Safety Introduces FireWise Campus Project](#)

The Center for Campus Fire Safety's proudly announced last month that the FireWise Campus Project is now up and running at www.firewisecampus.org. There is also a link to the site from the CCFS homepage, www.campusfire.org.

All are encouraged to visit the site and learn more about this exciting educational outreach project from the Center. **Paul D. Martin, Vice-President, Center for Campus Fire Safety**, stated, 'This site would not have been possible without the creative mind and talent, and most importantly - patience, of Cathy Tabor at Fire-Professionals Inc. I owe her a debit of gratitude for making this brainchild of mine a reality.'

It is anticipated that the final links to the UL University site for submission of student applications was connected in July. The site will function in similar fashion to those the Center already has in place for registration a Campus Fire Forum 9 (Nov. 14-16 in Austin Texas)

Martin also said, "And thanks to each of you and your organizations too - for without you, the Center would simply not be able to carry out its mission." The NFSA is a major sponsor of the Center.

[2007 Fire Sprinkler Incentive Act Needs All to Do Something! Write Your U.S. Senator and Congressmen](#)

The *Fire Sprinkler Incentive Act of 2007* has had very little legislative support for public sponsorship this past month. The bill creates tax incentives for property owners to retrofit buildings with automatic fire sprinkler systems. Similar legislation was introduced in the 108th and 109th Congresses where it garnered over 140 cosponsors each time. As of mid June only 48 Congressmen and six Senators have signed onto the monumental legislation. The bill is identified as HR 1742. Earlier this year an equivalent bill identified as S 582.

These pieces of legislation would reduce the tax depreciation time on nonresidential real property from 39 years to only 5 for those that install sprinklers. Benefits of this legislation also include lower local fire department costs, increased loan activity, reduced insurance claims and premium costs and increased retrofitting and installation jobs. A lower 2006 re-scoring of the bill for the fiscal impact that would result with the passage of the fire safety friendly legislation gives proponents great optimism this year.

NFSA Director of Public Fire Protection, Jim Dalton, has been on point as NFSA's representative working with members of Congress and a coalition of fire protection industry concerns in supplying information and support as required to keep these vital pieces of legislation moving through the legislative process.

The NFSA Cap Wiz process has been updated for use and is promoted as a quick means for constituents and others to write in to support this important piece of fire protection legislation. Any and all Senators should be recruited, but members of the Senate Committee on Finance should be primary targets.

Go to this site and help us help America be safer: <http://www.nfsa.org/fsia/fsiahome.html>. For a document explaining the Incentive Act bullet points go to: http://www.nfsa.org/fsia/FSIA_Bullet_points.pdf. In this region contact the following legislators for their support:

Senate

[Norm Coleman](#), Minnesota
[Amy Klubuchar](#), Minnesota
[Russell D. Feingold](#), Wisconsin
[Heb Kohl](#), Wisconsin

House of Representatives – *Sponsors recorded in red italics*

Minnesota

Bachmann, Michele , Minnesota, 6th	Ellison, Keith , Minnesota, 5th
Kline, John , Minnesota, 2nd	McCollum, Betty , Minnesota, 4th
Oberstar, James L. , Minnesota, 8th	Peterson, Collin C. , Minnesota, 7th
Ramstad, Jim , Minnesota, 3rd	Walz, Timothy J. , Minnesota, 1st

WISCONSIN

Baldwin, Tammy , Wisconsin, 2nd	Kagen, Steve , Wisconsin, 8th
Kind, Ron , Wisconsin, 3rd	Moore, Gwen , Wisconsin, 4th
Obey, David R. , Wisconsin, 7th	Petri, Thomas , Wisconsin, 6th
Ryan, Paul , Wisconsin, 1st	Sensenbrenner, F. James , Wisconsin, 5th

Sample letters to your U.S. Senators and Congressmen can be obtained from the sites below:

<http://www.nfsa.org/fsia/senateletter.doc>
<http://www.nfsa.org/fsia/houseletter.doc>

[Cell Phone-Do Not Call List](#)

Cell phone numbers are being released to telemarketing companies and you will start to receive sales calls. YOU WILL BE CHARGED FOR THESE CALLS.... To prevent this, call the following number from your cell phone: 888-382-1222. It is the National DO NOT CALL list. It will only take a minute of your time and will block your number for five (5) years. OR GO TO:

www.donotcall.gov.

[New NFSA Reference Book Available](#)

The NFSA announces the publication of a new textbook, Layout, Detailing and Calculation of Fire Sprinkler Systems. With more than 700 pages of information, this is the most complete text 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 principals behind the requirements that need to be followed.

This text makes an excellent self-study guide for the NICET Automatic Sprinkler Layout and Detail certification program and covers all of the work elements necessary to achieve Level 2 certification and many of the elements needed to achieve Level 3 and Level 4 certification.

Even if you are not studying for a NICET exam, this text makes an excellent self-study guide for anyone wanting to know more about fire sprinkler systems. Based on the 2002 edition of NFPA 13, NFPA 13R and NFPA 13D, the text covers the basic rules and will also easily be used with the 2007 edition of NFPA 13 as the sprinkler industry makes the transition in the next few years.

The text will retail for \$135 to members of the NFSA and \$195 for non-members (plus S&H). To get your book, click this connection <http://www.nfsa.org/index2.htm>.

[Water Purveyors Guide Now Available](#)

The NFSA public water distribution network is one of the most reliable and most commonly used sources of water for fire sprinkler systems. With six model codes now recommending the installation of sprinklers in homes, NFSA has recognized the technical importance and challenges of providing an approved water supply. NFSA now has a Water Purveyor's Guide to assist them in preparing policies for the expansion in the number of sprinklered homes in their jurisdictions.

Get your guide at:

http://www.nfsa.org/info/Water_Purveyors_Guide.pdf.

[IAFC and NFSA Partners Issuing Guide for Adoption of Residential Sprinkler Mandates](#)

The International Association of Fire Chiefs and the NFSA announced that they are making available a document titled "Residential Fire Sprinklers...A Step-by-Step Approach for Communities." As noted by IAFC President, Chief Randy Breugman, the guide will be available on the web sites of both organizations for easy access by the nation's fire chiefs.

The document is structured in four booklets covering Planning and Research, Preparation, Presentation and Adoption, and Customer Service and Maintenance, Challenges and Appeals. The NFSA is indebted to the IAFC for their support of the project and to **NFSA Consultant Steve Hart and NFSA Director of Public Fire Protection, Jim Dalton**, who worked many long hours to bring this project to completion. Get copy at:

<http://www.nfsa.org/news/articles/IAFCbooklet.pdf>

Noteworthy Sprinkler Saves

Brookfield Has Notable Sprinkler Save Again

The City of Brookfield, WI continues to be a community that experiences the value of fire sprinkler protection. An energetic and forward looking fire department led by **Fire Chief John Dahms** reports saves numerous times every year. That's because they instituted an ordinance calling for sprinkler protection in commercial occupancies over 6,000 square feet twenty years ago. Ten years ago an ordinance was passed to include existing commercial buildings of the same size. That ordinance was repealed four years ago after public outcry by businesses complaining of cost prohibitive installation fees. Many giving testimony at the repeal hearings outright lied about retrofit costs. But,

A single sprinkler activation in the popular V Richards Plaza, a commercial building in Brookfield, controlled a potentially disastrous and damaging fire. An electrical problem was described as the cause of the fire that started in the attic. Crews were on scene for two hours investigating, extinguishing and cleaning up the fire. Conversely, they would have had to call other communities and would have been on scene for many times that amount had not sprinklers been present and functioning. The building contained several businesses of value to the citizens of Brookfield and were opened for business very soon after the fire as opposed to being closed for a period of time or for good. And lastly, there were no injuries to citizens or firefighters.

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." Our goal when the appropriate fire scenario occurs is to influence immediate post-media coverage regarding the application of fire sprinkler protection, or lack of protection." Sprinkler Saves will help inform others that the systems do work and will provide life and property saving values.

When forwarding information of a major fire include; date, time, city, state, address, sprinkled, non-sprinkled, injuries, deaths and any other fire related particulars that may be available. Also, contact me if your company replaces a sprinkler head(s) due to activation by fire.

NFSA ENGINEER OF THE DAY –Some of Your Competition is getting Great Advice!

The NFSA Engineering Department has established a new email address for requests of the Engineer of the Day. The new address is is_eod@nfsa.org. Don't miss this opportunity to change your bottom line!

The National Fire Sprinkler Association has for over a year offered the "Engineer of the Day" service to its' membership. Every business day, a member of the NFSA Engineering Department is assigned the duty to handle incoming technical questions of the day. The rotation assignment is scheduled so that all members of the engineering division have an opportunity to interface with the membership and this service shares the load of more than 1200 requests for assistance that occurred in 2004.

The average time between receiving the request for information and sending out the response by phone, fax or email was one-third of a business day. Phone call requests are handled by a return phone call, email requests by a return email and faxes by a return fax. In order to ensure that the request is handled as quickly as possible, members should send the request in the correct manner.

This service has been an outstanding success as members are receiving timely information that significantly helps throughout the entire fire sprinkler engineering/contracting discipline. You can

check-out NFSA Engineer of the Day at their website and read what our members are saying about this invaluable service. (<http://www.nfsa.org/news/articles/eodnews.pdf>)

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!**

[NFSA Project Management Class Scheduled for October in St. Paul](#)

By popular request, NFSA's Project Management 2-Day Program will be presented in St. Paul, MN at the MN Fire Museum October 3-4, 2007. 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.

[Minnesota](#)

[MN Chapter Publishes White Paper & AHJ Survey](#)

The Minnesota Chapter of the National Fire Sprinkler Association has published a "white paper" titled **FIRE CODES and SPRINKLER REQUIREMENTS-LOCAL CODES vs. STATE CODE**. Accompanying the white paper is a survey designed for Authorities Having Jurisdiction. Both documents were reviewed by the Minnesota State Fire Marshal's Division for Distribution. The FM's office will collate the survey data for review by the State Fire Chiefs and Fire Marshals and the industry.

The intent is to help all parties discover what communities differ from state building code requirements either by local ordinance or by local policies. There have been some challenges with some communities about their interpretations by sprinkler contractors and some AHJ's with contractor compliance with local requirements. The complete purpose of the white paper and

survey is to establish better lines of communication and cooperation to ensure quality design, installation, maintenance and need for sprinkler systems. This has been viewed by the above parties and an excellent step forward to protect the citizens of the state.

Stand-by Fees Not an Issue in MN

The State of Minnesota established some 15 years ago that a water purveyor could not charge fees above the cost of meters and usage of water as many other states do. The recent fire in Charleston, South Carolina has spurred great debate on this topic. Other states have entered into the fracas over the years with great debate. Fortunately, MN has been on top of this and enjoys one less headache for the consumer for an unfair tax.

MN State Fire Marsha Requests Viewing of their Web Site

The State of Minnesota Fire Marshal encourages interested parties to view their web site at: <http://www.dps.state.mn.us/fmarshal/FireCode/FireCode.html> for updated information on the State Fire Code. Also, new managing employees will be required to test for the licensure. The site also includes many articles of interest for the fire sprinkler industry. Check the main address at: <http://www.fire.state.mn.us>

11th Annual BurnAid Golf Classic, Comes September 10

Mark your calendars for Monday September 10, 2007 for a day of fun and fundraising by attending the 11th Annual BurnAid Golf Classic. The annual outing is hosted by the NFSA-Minnesota Chapter, Regions Hospital Foundation and in cooperation with the Minnesota State Fire Marshal Division. This year's event promises to be the biggest and best yet. The adventure this year moves to a new venue, the Dellwood Hills Country Club. You should have received your registration packet in May-don't wait as the course will fill up before you know it.

The first ten classics have produced over \$500,000 for the Regions Hospital in St. Paul. Monies generated have benefited many children and families over the years and this year's steering committee wants to make even a bigger impact for those who for unwanted seconds suffer the pain of burns.

Wisconsin

Commerce Building Code Revision for Wisconsin Building Code

The Department of Commerce (DOC) proposal to adopt all provisions of the 2006 International Building Code (IBC) with emphasis on the multifamily fire sprinkler requirements was sent to the state legislature on June 13, 2007. The Assembly & Senate Committees have had some time to schedule to committees. As of this writing, nothing has transpired except for the Wisconsin Homebuilders to sneak into the state budget language to change the present state statute of triggering fire sprinkler protection for multi-family units to trigger at 21 units to be changed to anything over thirteen units. That measure was to have witnessed intense negative response. It seems apparent that even though the process of adoption has gone through it's bureaucratic course, the homebuilders won't give up the ship until they mess it up. It appears a fall date will establish Wisconsin's multi-family fire protection fate.

Union Grove Investigating Zoning Change for Fire Sprinklers

Anyone knowing the growth spurt coming for the communities of Union Grove and Yorkville will understand that hundreds of new homes are in their short term future. **Fire Chief Tom Czerniak** and **Assistant Chief Tim Allen** have actively investigated the benefits of residential and commercial applications of fire sprinkler protection for their two communities of municipal and rural water supplies. They are positive that protecting the citizens of this tremendously growing community requires a fire sprinkler zoning change.

Regional Manager Dan Gengler and **NFSA Publicist Kathy Meulemans** gave a presentation to the communities on July 11 and received a comment that the measure would be thoroughly reviewed. We await further dialogue on the topic and believe that sooner, rather than later, Wisconsin's first residential ordinance will become reality.

Fire Team USA to be Presented in Brookfield

Plans are up and running for the August 6-7, 2007 presentation of the Fire Team USA program in Brookfield, WI. The Sheridan Brookfield on Moorland Blvd will be the location of this very influential NFPA13D program. **Dan Gengler, NFSA Midwest Regional Manager**, has been working with various groups to host the day and half program. Partners from the fire service and code officials will help make the program a success. Fire chiefs, building officials, water purveyors and local legislators from the same community will be invited free for the program. The intent of the day and half sessions will be to educate these decision makers about the value of protecting one- and two-family homes with residential fire sprinklers. For more information, go to the FTUSA website: www.fireteamusa.com.

19th BCGI is Getting Close to Tee-Off

The **19th Annual Burn Center Golf Invitational** is nearly here. Scheduled for August 27th, the invitational will be played for the 15th time on the beautiful and challenging Brute and Highland Courses of the **Grand Geneva Resort & Spa in Lake Geneva, WI**. The **Midwest Sprinkler Industries** and the **Milwaukee Fire Department** sponsor the outing while the **Wisconsin Alliance for Fire Safety (WAFS)** is the presenter. The evening offers a gracious European style dinner with live and silent auctions to highlight the festivities.

The eighteen-year total for the event has surpassed \$1,504,000. Profits are forwarded to **St. Mary's Regional Burn Center and the WAFS Camp for Burn Injured Youths**. Some monies dedicated for the annual WAFS Newspapers in Education Program, the St. Mary's Burn Prevention Educational Program, the National Fire Sprinkler Association Education Fund and the George Collentine Scholarship Fund started with proceeds from last years outing.

We're looking for golfers, dinner attendees and for Diamond (\$6,000), Gold (\$3000), Silver (\$1,500), Champion Circle (\$500) and Tee & Green (\$200) sponsors. There are plenty of benefits to our sponsors. **For information contact me at: (262) 245-5255 or Co-Chair Kay Luedke, Freedom Fire Protection (262) 253-9300.**

NFSA News

Check the NFSA web site, www.nfsa.org, for more information on these valuable industry issues. The topics may save you money or they may put money in your business.

[Sprinkler Pre-Op Survey-Help Us Help Protect the Integrity of the Industry-Help Us Help the Industry](#)

[Contractor's Forum Email Program Helpful for NFSA Members](#)

[NFSA Adds NFPA 13 Update Seminars to Sprinkler Academy](#)

[Inspection and Testing Certification Review Seminar](#)

[APS – Foremen and Construction Supervisors-Contract Programs- In Today's Industry Environment, You Need an Advantage and We Have it for You](#)

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

The 2007 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 Summer/Fall 2007
(B) Basic, (I) Intermediate, (A) Advanced

August 7	Flammable & Combustible Liquids – Part 1 (B/I)	Victoria Valentine, P.E.
August 21	Concealed Space Area Calculations (B/I)	Cecil Bilbo Jr.
September 11	Smoke & Heat Vents (I)	Michael Friedman, P.E.
September 25	Cloud Ceilings (I)	Ken Isman, P.E.
October 9	Special Considerations for Dry Systems (I)	Cecil Bilbo Jr.
October 23	Flammable & Combustible Liquids – Part 2 (I)	Victoria Valentine, P.E.
November 6	Spec Buildings (I)	Ken Isman, P.E.
November 20	NFPA 25 – 2007 Update (B/I)	Russell Fleming, P.E.
December 11	Special Storage Sprinkler Systems (I/A)	Cecil Bilbo Jr.

The topics for the 2007 “**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.

August 18	How to do Effective Strategic Planning	Don Pamplin
September 20	Developing Positive Relationships with Fire Officials	Doyle Sutton
October 18	Recruiting and Retaining Employees	Buddy Dewar
November 15	Tort Reform	Dom Kasmauskas
December 20	Working with your AHJ	Bob Kleinheintz

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 contact Dawn at Dawn@nfsa.org or 845-878-4200 x133.**

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:

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 Midwest Regional In-Class Seminars

The Carol Stream, IL Fire Department is co-sponsoring Two-Day Plan Review & Inspection and One-Day Hydraulic seminars September 18-20, 2007 at their 365 Kuhn Rd. station. Get Wisconsin CEU's for attending if you are willing to travel.

Your Regional Manager is looking to schedule more 2007 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.

Contact Mike Repko, NFSA @ (845) 878-4200 ext. 120 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.

NFSA Honor Role

A.G. O'Brien Plumbing & Heating Co. Inc.
Hermantown, MN
(8/1/2000) 7 years

Gilbert Mechanical
Minneapolis, MN
(8/12/1992) 15 years

Midwest Fire Protection, Inc.
Minneapolis, MN
(8/16/73) 34 years

NewMech Companies, Inc.
Lauderdale, MN
(8/6/75) 32 years

Summit Fire Protection Co.
St. Paul, MN
(9/1/1999) 2 years

Thanks for your industry support!

**May 14-17, 2008 NFSA Annual Seminar,
Atlantis Paradise Island, Bahamas**

**April 29-May 2, 2009 NFSA Annual Seminar & Exhibition
Omni Championsgate, Orlando, Florida**

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