



## **Holiday Season is Upon Us Again Don't Miss the Opportunity to Enjoy it**

This newsletter is being written with cold strong winds blowing outside warning of another winter at the doorstep. The seasons can tell us a little about life as well. As the year 2005 closes, we all reflect on the victories and losses of our business and personal lives. For some, this year was an excellent one for our companies while others look to next year to move forward. Our personal lives may have been fruitful, like mine with the addition of our third grandchild, Andrew Daniel. Some may have had personal tragedies that made this a year to one painful to remember.

Everyone at the NFSA extends our most sincere wishes that this season of celebration is memorable for all and that 2006 is prosperous and healthy for everyone. Lastly, from my bride, Mary, and myself make the holidays for you and your families safe and enjoy this beautiful wonderful season.

### **Fire Sprinkler Contractor Business Operations Report**

In today's extremely competitive business environment, running a fire sprinkler contracting company although rewarding, is no easy task. Just to name a few business operations that challenge the skills of even the most savvy CEO's, Presidents and General Managers on a daily basis are; employee wages and benefits, inventory valuations, insurance premiums, fabrication options, company fleet, advertising methods and training staff, each requiring careful and due consideration. Want to find out how your company stacks up in these and other areas of business operation?

The National Fire Sprinkler Association (NFSA) is pleased to report that it has completed its 2004 fire sprinkler contractor Business Operations Survey. The results have been formatted into an easy-to-read Business Operations Report that provides benchmark information for fire sprinkler contractor operations of various sizes and business orientations.

The contractors who provided the information from which the final report was generated did so anonymously and voluntarily with complete confidentiality of a third party auditor for the benefit of all who participated in the survey. The report is unbiased and no interpretation has been made by NFSA on its findings. As such, it is the fire sprinkler industry's single source of business operations information that can be used purely to measure your company's performance to that of other companies of a similar size based on sales. The reporting companies are divided in the following three categories: <\$8MM (4 companies), \$8MM - \$19MM (3 companies) and over \$19MM (4 companies).

Although only a small number of contractors participated in the survey, the results can be a valuable tool for anyone responsible for the day to day operation of a fire sprinkler contractor. Copies of the report can be purchased from NFSA. Call Kathy Morgan at (845) 878-4200 Ext. 118. Cost is \$750 for members and \$1,500 for non-members

### [NICET Training Comes to Chicago](#)

The NFSA has scheduled a **2-week Basic Technician Training Course** for **March 6-17 2006** to be held at a location to be named soon. This class is designed to take a person with basic knowledge of math, physical science and drafting skills and teach them to be productive basic sprinkler layout and detailing technicians. All of the work elements necessary for NICET Level II Certification will be covered by the course. Students layout and calculate at least four different systems by hand after learning the basic rules for fire sprinkler detailing. This class is the opening session for our two year Certificate Program for Fire Sprinkler Technicians. This program will guide a design technician along a career development path, creating knowledgeable and efficient layout and detail professionals.

The NFSA has also scheduled the **3-day Advanced Technician Training Class** for **April 18-20, 2006** at a location to be named as well. This three-day seminar has been developed for fire sprinkler layout and detail technicians that have two to three years of experience. The purpose of the seminar is to assist individuals that are currently holding NICET Level 2 certifications (Fire Sprinkler Layout and Detail Subfield) in advancing their careers by reviewing material necessary for Level 3 and Level 4 certification. This includes calculating loops and grids by hand to enhance the technician's understanding of the reports produced by computer software and improve quality control. This also includes performing Velocity Pressure Calculations by hand.

Be watching in the next report for more information. Those of you not possessing a NICET certified employee may want to participate in this program as it will help you with your business more than you know!

### [NFSA Sends Relief Fund to Aid Katrina Victims - Late Contribution Boosts Fund to \\$25,000](#)

Hurricane Katrina made landfall along the Gulf Coast as a Category 4 storm on August 29, 2005. Causing an estimated \$70 – \$130 billion in damage in the states of Louisiana, Mississippi and Alabama, it has been documented as the most expensive natural disaster in U.S. history. By killing over 1000 people and displacing over 1,000,000 others, it caused a humanitarian crisis on a scale not seen in the U.S. since the Great Depression. As a result, rescue and relief efforts were strained beyond limits.

In an immediate response after Hurricane Katrina dissipated and the havoc it had wreaked becoming obvious, NFSA announced it had formed the Hurricane Katrina Relief Fund. Since then members of NFSA have donated very generously to the fund. The National Fire Sprinkler Association (NFSA) is very pleased to announce that a late October donation in the amount of \$5000.00 has been made to its Hurricane Katrina Relief Fund - boosting the NFSA donation to the American Red Cross from \$20,000 to \$25,000.

NFSA wishes to thank each and every member who generously contributed to the relief fund.

### [IFSA 6th International Fire Sprinkler Conference & Exhibition in Lisbon Scheduled for March 2006](#)

The International Fire Sprinkler Association (IFSA) 6th International Fire Sprinkler Conference & Exhibition is scheduled for 28 - 29 March, 2006 at the LeMeridien Park Atlantic hotel in historic Lisbon, Portugal. Mark the calendar! Save the dates!

This will be the largest trade show in Europe dedicated solely to the fire sprinkler industry. Promising to be even larger than the 5th International Fire Sprinkler Conference & Exhibition held in Berlin in the summer of 2004, stand space for this event will undoubtedly sell out early. Those in attendance in Berlin

will remember the outstanding champagne reception that was held inside the exhibition hall. With business being conducted right up until the last minute of the show and many vendors having visitors even after the lights were turned off, it was abundantly clear the inaugural event was an overwhelming success. The 2006 event in Lisbon is expected to be even better.

While the program content and registration details are still being finalized, a priority list for those interested in stand space for the exhibition has been established. To be added to the priority mailing list to be among the first to receive registration information for both the conference and exhibition, contact should be made by email with Debby Somers at [somers@nfsa.org](mailto:somers@nfsa.org). Registration materials are expected to be mailed during the first week of December 2005.

Don't miss out on this extraordinary opportunity to market products and services to the rapidly expanding fire sprinkler market throughout Europe.

### [Fire Sprinkler Incentive Act of 2005 - HR 1131 & SB 512 –Two More From IL Sign On](#)

Access the Special Link Page through [NFSA.org](http://www.nfsa.org)

Even with the hurricane disasters of 2005 and the continuance of the Gulf War, the numbers of co-sponsors are rising in both the House and Senate. As of this writing, representatives now number **141** and growing with Illinois and Wisconsin contingencies. Illinois now numbers **15**, up two since last month, while Wisconsin remains at four co-sponsors. There are no senators signed on from either state. Our work isn't anywhere near complete to get this powerful incentive legislation on the move.

Both the House and Senate versions of the *Fire Sprinkler Incentive Act of 2005* are **posted on the NFSA web site link page**, <http://www.nfsa.org/fsia/fsiahome.html>. In addition to the bills, the site contains a host of other important information that can be downloaded, including a list of current cosponsors and support organizations. Most importantly, it is time once again to write to your Senators and Representatives to advocate for passage of this landmark fire protection legislation.

It's easy! Just log onto the site above and use the Cap Wiz set up to send pre-prepared or personalized letters to your Congressional Representatives, members of the House Ways and Means Committee or the Senate Finance Committee. These are the committees of jurisdiction over the bills. **Have your staff and employees write! Have your family write! Ask your friends and acquaintances to write!** Don't procrastinate! We cannot afford to lose the tremendous momentum that we accomplished during the 108<sup>th</sup> Congress. The 109<sup>th</sup> Congress is a whole new ball game! **As the congressman stated, it's our fault this hasn't passed already! This legislation is important to the entire industry, don't shirk your responsibility.**

Illinois Representatives, committed in **red** but still need communications of support:

**Rush, Bobby L.; Illinois, 1st**

**Jackson, Jesse L.; Illinois, 2nd**

**Lipinski, Daniel; Illinois, 3rd**

**Gutierrez, Luis V.; Illinois, 4th**

**Emanuel, Rahm; Illinois, 5th**

**Hyde, Henry J.; Illinois, 6th**

**Davis, Danny K.; Illinois, 7th**

**Bean, Melissa L.; Illinois, 8th**

**Schakowsky, Janice D.; Illinois, 9th**

**Weller, Jerry; Illinois, 11th**

**Biggert, Judy; Illinois, 13th**

**Johnson, Timothy V.; Illinois, 15th**

**Evans, Lane; Illinois, 17th**

**Shimkus, John; Illinois, 19th**

**Kirk, Mark Steven; Illinois, 10th**

**Costello, Jerry F.; Illinois, 12th**

**Hastert, J. Dennis; Illinois, 14th**

**Manzullo, Donald A.; Illinois, 16th**

**LaHood, Ray; Illinois, 18th**

**Wisconsin Congressmen:**

**Ryan, Paul; Wisconsin, 1st**

**Kind, Ron; Wisconsin, 3rd**

**Sensenbrenner, F. James; Wisconsin, 5th**

**Obey, David R.; Wisconsin, 7th**

**Baldwin, Tammy; Wisconsin, 2nd**

**Moore, Gwen; Wisconsin, 4th**

**Petri, Thomas E.; Wisconsin, 6th**

**Green, Mark; Wisconsin, 8th**

**Senators from both states have yet to commit as well, contact them too:**

**[Durbin, Richard](#)- (D - IL)**

**332 DIRKSEN SENATE OFFICE BUILDING WASHINGTON DC 20510**

**(202) 224-2152**

**Web Form: [durbin.senate.gov/sitepages/contact.htm](http://durbin.senate.gov/sitepages/contact.htm)**

**[Obama, Barack](#)- (D - IL)**

**713 HART SENATE OFFICE BUILDING WASHINGTON DC 20510**

**(202) 224-2854**

**Web Form: [obama.senate.gov/contact/](http://obama.senate.gov/contact/)**

**[Feingold, Russell](#)- (D - WI)**

**506 HART SENATE OFFICE BUILDING WASHINGTON DC 20510**

**(202) 224-5323**

**E-mail: [russell\\_feingold@feingold.senate.gov](mailto:russell_feingold@feingold.senate.gov)**

**[Kohl, Herb](#)- (D - WI)**

**330 HART SENATE OFFICE BUILDING WASHINGTON DC 20510**

**(202) 224-5653**

**Web Form: [kohl.senate.gov/gen\\_contact.html](http://kohl.senate.gov/gen_contact.html)**

**[Sprinkler Save in Bay City, MI Sends NFSA New Regional Manager to “Nut House”](#)**

NFSA North Central Regional Manager Jeff Hugo reports that a sprinkler save in his hometown of Bay City, MI saved a local business that specializes in the edible nut commodity. The subject business was over 100 years old and was known to supply and be visited by several entertainers, such as Madonna and Wayne Newton...well at least one entertainer. Jeff reported that the store did re-open later that day.

**[NFSA ENGINEER OF THE DAY –This Service is paying your competitors dues](#)**

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](http://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](http://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](http://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](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!**

### **[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.” 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.

## **[ILLINOIS](#)**

### **[Illinois Task Force on Model Building Codes Meets for Fourth Time](#)**

The Illinois Task Force on Model Building Codes met for the fourth time in Orland Park on October 21, 2005. This meeting combined dialogue with each of the five sub committees addressing validation to adopt a statewide building code. For the first time, this committee put issues aside and worked on the process of presenting a report to the Illinois State Legislature to promote adoption of a statewide building code.

**NFSA Regional Manager Dan Gengler** was present representing the interests of the sprinkler industry and basically there to ensure the new code concept was pursued.

A draft report is to be prepared for final approval by the group in early December. It is hoped it can be presented to the legislature by January 2006 beating the May deadline by four months. Then the real politics will surface.

### **Industry Reps Still Meeting to Clarify Rules**

On November 3, 2005, **Rich Ray, Cybor Fire Protection, Chapter Lobbyist Margaret Vaughn and Dan Gengler** met in Springfield with **23<sup>rd</sup> District Representative Dan Burke**, southwest Chicago, and representatives of the Illinois Joint Committee Administering Rules (JCAR). This agency assures that legislation intent is consistent with its respective administering rule package. Representative Burke was the author of an amendment to clarify the PE/NICET stamping verses certification of shop drawings. The meeting was solicited because the Illinois Office of the State Fire Marshal (OSFM) had changed accepted and consistent legislative language favoring the input of the Society of Illinois Professional Engineers

JCAR representatives agreed with our interest in the OSFM's revision. Their follow up included contacting the OSFM and correcting the language. The rule package was made public for a 45-day review period ending November 27. The follow up process will be closely monitored to ensure the proper interpretation of the amendment. The effective date of the statute amendment to the Illinois Fire Sprinkler Contractors Act will be January 1, 2006. The rule making process will not be completed by then and therefore the way the act was written, a PE stamp will not be required unless it is a health related building. A reversal causing all plans to be stamped is not anticipated but stranger things have occurred in Springfield. You'll be notified of any and all progress.

### **Wheeling Fire Department Presented With Safety Award**

The **Wheeling Fire Department** was named a recipient of a **Life Safety Achievement Award for 2004 by the Residential Fire Safety Institute (RFSI)** in early November. The RFSI is a partnership of the United States Fire Administration, State Fire Marshals and various fire/safety agencies and organizations. For more than a decade, the Life Safety Achievement Award has recognized the local fire prevention activities that contribute to the reduction of lives lost in residential fires.

The Life Safety Award is based upon compliance with the following criteria:

- Documented fire prevention activities;
- Documented public education program;
- No documented fire deaths within the past calendar year.

Wheeling was one of 792 fire departments nationwide to be recognized and has received the Life Safety Award six of the last seven years. This award is a direct result of the department's public education programs, combined with a strong emphasis on code enforcement, that has created a fire safe culture within the community whose benefits are becoming more apparent each year.

"This award is the direct result of fire prevention efforts made by all members of the Wheeling Fire

Department," said Keith Mac Isaac, Fire Chief. "However, particular attention should be given to the specific efforts of the Fire Prevention Bureau, led by Fire Marshal Milt Lemke, and the Public Education Committee, led by Lt. /Paramedic Bart Burns. These two groups have clearly had a profound impact on the relatively low fire incident rate experienced by the Village of Wheeling over the past decade."

Wheeling has been a 13D residential sprinkler community since July 2000. That's another indication of the fire department's commitment to their community as they were the catalyst in getting the ordinance passed.

## Wisconsin

### Campus Legislation Passed By the Wisconsin State Senate Committee and Then Full Assembly

The Senate Committee on Agriculture & Insurance held a public hearing on SB 250, the Fire Sprinkler Safety Act and companion bill to AB 544 this past October 26, 2005. The committee voted 7-0 in favor of the bill.

**Senator Ron Brown** illustrated outstanding leadership testifying in support as the author of the bill. He showed a video of a live burn demonstration and segments from The Early Show, which highlighted the story of **Dana Christmas-McCain** and the Seton Hall fire of January 2000. Sen. Brown pointed out that Wisconsin needs to take action to prevent such tragedies here.

**City of Madison Fire Marshal Ed Ruckreigel** followed with compelling testimony of the reality of campus life and the value of fire sprinkler systems in preventing senseless tragedies. The Wisconsin Association of Independent Colleges & Universities (WAICU) testified in support of the bill, while no group or individual testified or registered against the bill.

**Buddy Dewar, NFSA Director of Regional Operations, and Russ Stern, Ahern Fire Protection** finished up our portion of the public hearing with convincing arguments relating to the need to install fire sprinkler systems and the reality that the cost is something that will be overcome. Buddy pointed to the submitted letter from **Kirklin Insurance Company** that offers a significant insurance discount to these fraternity groups. He also referenced a submitted letter from **Mary Meehan, President of Alverno College**, which detailed her horrific experience at the Seton Hall fire. Buddy was instrumental in his references to the national trend to proactively protect students in residence halls and Greek housing. It was also extremely important that Russ Stern made an appearance and defended the inflated cost estimates that had been mentioned in the Assembly hearing on Sept. 6. No committee member had any questions, generally a good sign.

In addition, we were able to get media coverage from WIBA-FM and the Wisconsin Radio Network.

***Then on November 10, 2005, the State Assembly passed AB 544 on a voice vote.*** A voice vote is a process in which individual votes are not recorded, but rather members of the Assembly simply indicate "yes" or "no" out loud. A voice vote indicates how far we have come in the process with this bill – from the public hearings, where controversy was very evident, to a voice vote on the floor as opposed to a long debate and roll call vote. Congratulations to the Sprinkler Coalition!

The bill has been sent to the Senate. Our lobbyist will work with the Senate to have the bill scheduled; the earliest possible date being in the beginning of December. Thanks to everyone for your support and patience during this process, especially those who communicated with their elected officials and attended events on the coalition's behalf. There were numerous email communications sent to the legislators from

constituents that was helpful in this cause. All will be asked to step up again as we cross over to the senate floor.

A special thanks to **Annie Early and Nick Foti, Martin Schreiber & Associates**, for their hard work to get this important legislation to this juncture. Others in the firm worked as a spectacular team to get us this far and have vowed to work until the bill successfully passes.

### [NFSA News](#)

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

The NFSA Quality Assurance Committee is seeking contractor input regarding problems with pre-operation of sprinklers, particularly fast response glass bulb sprinklers as found in listed quick response, residential, and ESFR sprinklers. Please take a few minutes to log on to [www.nfsa.org](http://www.nfsa.org) and fill in the form and transmit by fax to NFSA headquarters at (845) 878-4215. Please check all boxes that apply in your experience. Leave blank the ones that do not apply.

Early trends identified have indicated protection of the sprinklers is needed in both storage and transport. Also, there has been some evidence that there can be damage if the sprinkler is installed too tightly in plastic pipe. Care should be exercised with all components and the sprinkler itself exasperates the existence of the sprinkler system. If not cared for or installed properly, failure very possibly will occur causing liability and confidence concerns.

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

The NFSA has established an email list for the exchange of information among contractor members. This feature of our website will allow contractors to quickly reach a broad cross-section of their peers to ask questions, share problems and solutions and stay up to date on the issues affecting the automatic fire sprinkler industry. Any employee of an NFSA contractor, manufacturer or Supplier Company who is interested in joining the list can go to the Members Only section and register for a password that will allow them to create an account. NFSA is working on additional enhancements to the Members Only section so check back for further announcements in the near future.

### [Website](#)

Check out the NFSA Website ([www.nfsa.org](http://www.nfsa.org)) at least once a week to see what's going on nationally. Daily updates keep our sites fresh. You can see what is happening on a local and national basis. Each regional manager has a site to give the region's industry high and low-lights.  
Northern Illinois Fire Sprinkler Advisory Board site: [www.firesprinklerassoc.org](http://www.firesprinklerassoc.org)  
Wisconsin Chapter site: [www.nfsawi.org](http://www.nfsawi.org).  
Home Fire Sprinkler Coalition: [www.homefiresprinkler.org](http://www.homefiresprinkler.org)

## **EDUCATIONAL OPORTUNITIES**

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

The NFSA has added two new seminars to the offerings in the **NFSA Sprinkler Academy** for sprinkler contractors and Authorities Having Jurisdiction that are just beginning to adopt and enforce the 2002 edition of NFPA 13.

Each of the seminars, “*What’s New in NFPA 13 Installation Criteria*” and “*What’s New in NFPA 13 Discharge and Support Criteria*” explain the major changes between the 1999 and the 2002 editions of NFPA 13. These seminars are a big help to people that are familiar with the 1999 edition of NFPA 13 and want to know what is new in the 2002 edition.

For a detailed description, visit the NFSA Academy at [www.nfsaacademy.org](http://www.nfsaacademy.org). Have questions? **Call Dawn at 845-878-4200 x133 or by email at [dawn@nfsa.org](mailto:dawn@nfsa.org).**

### **[Inspection and Testing Certification Review Seminar](#)**

NFSA has introduced the first in a series of seminars designed for the individual interested in the inspection and testing of water-based fire protection systems. Entitled “*Inspection and Testing Certification Review Seminar*”, the first three-day class was presented in East Syracuse, New York and received rave reviews. Other dates and locations will be announced as they are scheduled.

This seminar is designed for individuals interested in reviewing material required for NICET Level II certification in the relatively new sub-field of Inspection and Testing of Water-Based Fire Protection Systems. By the end of the seminar the student will have an understanding of a sufficient number of Level I, Level II General, and Special work elements to be prepared for Level II certification testing.

To get additional information or to register for either of these programs, **contact Diana Romano at (845) 878-4200 ext. 132.**

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

Looking for a great in-house program without exposing your employees to other employers? The APS training program is the second of NFSA’s Professional Development Program designed with the FMI Corporation, Management Consultants to the Construction Industry. The APS-Foreman & Construction Supervisors class objectives include: Increase productivity on projects, conserve and utilize resources, maximize the effectiveness of people and improve customer service. This program is geared to the people supervising operations at the jobsite.

Your company can contract this program with the NFSA and reap the cost and time saving benefits by having an in-house session. Industry recognized instructor Mike Friedman (2002 Golden Sprinkler Award Recipient) will come to your location and put on a seminar that will pay for itself, and then make your company money. For more information, **Contact Moira Ravel @ (914) 878-4200 ext 131 or email Mike Friedman at [friedman@nfsa.org](mailto:friedman@nfsa.org).**

Speaking of NFSA Contract Classes, we will schedule an in-house training program with your company on any of our programs. Contact me at (262) 245-5255 or e-mail at [dannnfsa@aol.com](mailto:dannnfsa@aol.com) for more information.

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

The last of the 2005 On-line Technical Seminars is very near-Don’t miss it! 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.

**December 6, 2005 – Fire Department Connections – Cecil Bilbo, Dir. of Technical Services**

This seminar will discuss the requirements for Fire Department Connections on Automatic Fire Sprinkler Systems. The seminar will focus on the design and testing requirements from NFPA 13, NFPA 14 and NFPA 25. The requirements for material selection from NFPA 13 and NFPA 1963 will also be covered.

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

The 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!*

**[Hey Illinois Contractors!](#)**

**[NFSA Announces Unique Training Opportunity - Certificate Program for Fire Sprinkler Technicians](#)**

**[Hey Illinois Contractors, Get Yourself NICET Certified](#)**

The National Fire Sprinkler Association is proud to announce a unique training program for design technicians called the *Certificate Program for Fire Sprinkler Technicians*. The program will run for approximately two years and will guide a design technician along a career development path, creating knowledgeable and efficient layout and detail professionals.

At the beginning of the program, the participant will be asked to identify a mentor at their company to work with. The mentor should be someone in a supervisory position with experience in sprinkler layout and detail that can help answer questions and monitor the progress of the participant. The mentor becomes a partner with the NFSA and the participant in the learning process.

Program Overview - This six-phase program will take a new sprinkler design technician and guide them through a training process where they will learn to become profitable employees. By the end of the program, they will be capable of working with a minimum of supervision, preparing drawings that detail the installation of fire sprinkler systems, standpipe systems, fire pumps and water tanks. During the program, the participant will be completely prepared and qualified to sit for the NICET Level 2 exam. By the end of the program, the participant will be ready to test for NICET Level 3 Certification.

Target Audience - The program is designed for people that are fairly new to the fire sprinkler business including entry level design technicians, design technicians working towards NICET Level 2 Certification, managers that want to know more about sprinkler requirements and plan review authorities that want to learn more about sprinkler systems. During the program it is anticipated that the technician will take the NICET Level II exam during Phase 3 and will take the NICET Level III exam at the end of the program.

For more information, or to register for the program, go to the NFSA website at the following address: [www.nfsa.org/news/articles/techcertificate.doc](http://www.nfsa.org/news/articles/techcertificate.doc) or phone the NFSA Engineering Department at 845.878.4200 ext. 132.

**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 Midwest Regional In-Class Seminars**

Your Regional Manager is looking to schedule 2006 programming, **Contact Dan Gengler (262) 245-5255 or [dannfsa@aol.com](mailto: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.

**Special Discounts:**

Register 5 Attendees for One Class; get a 6<sup>th</sup> 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**

**Grice Engineering  
Janesville, WI  
12/15/95**

**Starfire Fire Systems, Inc.  
Franklin, WI  
12/26/99**

**Thanks for your industry support!**

Don’t wait to schedule your calendars. Make plans to attend the NFSA conventions of the future. They promise to offer insight and profit potentials.

**NATIONAL FIRE SPRINKLER ASSOCIATION ANNUAL SEMINAR  
SOUTHAMPTON, BERMUDA  
FAIRMONT SOUTHAMPTON  
APRIL 27-29, 2006**

For more information, visit: [www.nfsa.org](http://www.nfsa.org)

**6th INTERNATIONAL FIRE SPRINKLER CONFERENCE  
LISBON, PORTUGAL  
MARCH 28-29, 2006**

For more information, visit: [www.sprinklerworld.org](http://www.sprinklerworld.org)

**NFSA Annual Seminar & Exposition  
Red Rock Station Resort Casino  
Las Vegas, Nevada  
May 2-5, 2007**

**Registration materials for both 2006 conferences will be available in Winter 2005.**

**Please notify us if you know of additional contacts that would be interested in either conference.**

**[Keep Us in the Know Who and Where You Are](#)**

As many of you know, the headquarters staff at the NFSA strives to provide technical information, breaking news, educational opportunities, and regular reports via e-mail. If you or others in your company are not receiving copies of the NFSA Midwest Regional Report, NFSA e-tech Tuesday, and NFSA e-Bulletins, or other announcements electronically, please use the form below or separate sheet of paper to make sure we have everyone up to date and have your records correct

A contractor/manufacturer/supplier member company's personnel, as many as you desire, are eligible to receive the electronic versions of all NFSA reports and bulletins, so do not feel you must restrict the e-mail addresses to just one or two key people. Share the wealth of knowledge...sign up your staff that should be aware of industry info.

Please use the form below or send me a list of ALL those in your organization you wish to receive NFSA material and to update any of your organization's information. Fax or e-mail the information to my attention at the Midwest Regional Office at (262) 245-5258 or [gengler@nfsa.org](mailto:gengler@nfsa.org).

	<b>What is the Change?</b>
<b>NFSA Database Information Change Form</b>	
<b>Company/Organization:</b>	<b>Add?</b>
<b>Name:</b>	<b>Delete?</b>
<b>E-mail:</b>	<b>Spelling?</b>
<b>Mailing Address:</b>	<b>Update?</b>
<b>City:</b>	
<b>State:</b>	
<b>Zip/Postal Code:</b>	

**[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.*

