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## **DON'T COUNT THE DAYS, MAKE THE DAYS COUNT**

Here we are in the start of a new year, and who among us can recall their high school graduation wondering what we would be doing in January 2008. I know I didn't as I was worried what I was going to be doing for the rest of 1965.

If you are counting the days for the year, add another for February 29 as it is Leap Year. From a fire safety standpoint that's an additional 24 hours everyone needs to practice fire safety. It also means an additional 24 hours that fire sprinkler protection is on watch. Let's make sure the fire sprinkler clients know it is another day that their systems must be capable of performance when their number comes up. This situation calls for service reliability. Make these days of reliability count by ensuring your clients have ready systems.

Best wishes for a safe and prosperous 2008.

## **NFSA Conducts Annual Staff Meetings**

The Annual NFSA Staff Meetings were held December 4-6, 2007 in Danbury, CT with more than 40 NFSA Staff and Industry Promotion (IP) representatives attending. The meetings are scheduled at the end of each year to inform NFSA employees and IP personnel what the association has been collectively doing during the year and what to look forward to the next.

Regional managers meet early the first day to discuss victories and challenges within their regions and to get direction for member interests for the future.

**Director of Regional Operations Buddy Dewar** prepared a 4-hour block intense on maximizing the role of the regional manager. National issues of quality control, component and installation issues, recruitment, legislative initiatives, AHJ/contractor relationships and training of all types were topics covered by the core group. Dewar mentioned that the regional manager base was to be expanded to 14 regions to better serve our members.

He also announced that this expansion created a span of control issue and thereby created the need for Assistant Directors of Regional Operations. NFSA therefore named **Regional Managers Dave Bowman and Dan Gengler** as taking on that role in addition to their regional manager duties. Dave's responsibilities will be to handle regions east of the Mississippi while I will handle the west.

**President John A. Viniello** (JAV) opened the plenary session welcoming all and thanking everyone for their previous year's dedication to the members of the association. He also introduced several new members and associates. He went on to say that the Annual NFSA Seminar scheduled for May 2008 in the Bahamas was to be an event member attendance should be encouraged.

President Viniello also announced that **Neil Cahill** was to become a consultant effective 2008 and that **Al Gettler** was to assume the position of Director of Human Resources in addition to his labor responsibilities.

At the 2006 meetings, JAV predicted a slowing 4<sup>th</sup> quarter in 2007 and from some indications, he was right on. He stated that 2008 looked like a slower year but faced with the recent histories of sprinkler shipments, the pace was very brisk and a turndown in the economy was predicted for the industry and the national economy. The prediction was accompanied by his previous year's note about homebuilding coming to a near standstill. JAV mentioned that backlogs were presently in good supply but replacement was becoming a concern.

**NFSA Comptroller Jeanne Kozlowski** gave a brief overview of the fiscal state of the association. She gave a positive outlook on the year's transactions and forecast a promising 2008. **NFSA Executive Vice President Russ Fleming** stepped in and again thanked all for their service announcing an active NFSA presence in the code arena making the NFSA the pre-imminent source in the country for the advancement of fire sprinkler incentives and reliability. He briefly explained the rapid growth of influence and efficiency of the relatively young International Fire Sprinkler Association.

Filling in for **Bob Treiber, NFSA Director of Training, John Corso, NFSA National Manager of Training**, gave a state of the training report. John highlighted the number of programs, albeit down a little from 2007. He mentioned the introduction of a few new courses that members and AHJ's have been requesting – meeting the needs of the membership. Consultant training reports were given by **Gene Endthoff & Mike Friedman**.

**Director of Internet Services Jim Murphy** gave a presentation on the updating of NFSA's ability to provide better internet services to our members and employees.

**NFSA Vice President of Engineering, Ken Isman**, gave a very compelling report on the activities of his department. He mentioned the success of the "Top Tech," competition at the 2007 NFSA Seminar & Exhibition and Expert of the Day program. He highlighted the myriad of activities his department participated; product reliability, training and code development. One might ask after hearing Ken's presentation, "Where do they get all of their time?" I don't know but can add that all departments' reports generate the same question. Members should know that all departments provide services to ensure an economic environment that produces a bolder black bottom line.

**NFSA Manager of Codes Jeff Hugo** gave all an update on what is happening in the code arena. Especially important was his focus on the International Residential Code Hearings in Minneapolis in fall of 2008. Getting a residential clause in the IRC would help to establish residential codes at the state and local levels.

# REGIONAL REPORT

North Central Edition



**NFSA Director of Public Fire Protection Jim (JD) Dalton**, the preacher that he is, got on the pulpit and stated the goal of his department was to “Fare Safe America.” JD read through a litany of activities that his corps of personnel were actively involved; Federal, state and local initiatives, Home Fire Sprinkler Coalition, Home Safety Council, the Residential Coalition for the International Residential Code hearings of 2008, Student Housing and the new Common Voices Coalition made up of mothers and survivors of fire promoting the fire sprinkler concept. Fire Team USA activity for 2007 was visited.

**NFSA Director of Regional Operations Buddy Dewar** then walked all attendees through the activities and concerns facing each regional manager and the uniqueness of some challenges while “aggressively meeting the needs of members.” Buddy strongly suggested all members be notified and view the January Technical On-line presentation by Top Myers on CPVC issues. He went on to discuss the importance of each region to encourage attendance at the September 2008 International Residential Code Hearings in Minneapolis, MN.

**Director of Membership Karyn Hudgens** addressed all about the record number of contractors now members of the association. She outlined the Local 669 incentive program and vowed to work with regional managers to reach goals never before attained for membership.

**Director of Communications David Vandeyar** gave a report on the NFSA bi-monthly periodical **SQ** and other activities where the NFSA had presence. He stated that the organization is outreaching to locations we have not been before. **Debby Somers** then presented information regarding the Annual NFSA Seminar to be held next May in the Bahamas. It promises to be a very well attended event that will give attendees the excuse to leave work behind and to get some great information.

**Director of Labor Relations Al Gettler** gave a brief yet informative report on the state of labor relations in the organization. He spoke about productive agreements and labor negotiations scheduled for 2008. This is a sample copy that is only here to take up space on the new regional manager templates. This is a sample copy that is only here to take up space on the new regional manager templates. This is a sample copy that is only here to take up space on the new regional manager templates.

The meetings closed with reports given by the Canadian Automatic Sprinkler Association and the seven Industry Promotion representatives present for the sessions. There are lots happening productively throughout the country.

The information packed intense and the annual meetings closed on Thursday morning with all being wished safe travels and safe and memorable holidays.

## **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 108<sup>th</sup> and 109<sup>th</sup> Congresses where it garnered over 140 cosponsors each time. As of mid December 78 Congressmen and 15 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.

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](http://www.nfsa.org/fsia/FSIA_Bullet_points.pdf).

## Sprinkler Saves

### Fire clears out Great Wolf Lodge

Fire sparked in electrical equipment, scorched an unoccupied room at the Great Wolf Lodge on December 4 but the hotel's sprinkler system doused the flames and damage was limited to that room.

Fire alarms sounded at about 1:40 p.m. in the resort's east wing. Fire doors closed and hotel staff quickly moved all guests out of the area, said Steve Shattuck, a resort spokesman. No one was hurt during the incident. (Evacuation) was definitely done as a precaution, just to insure guest safety," he said.

Staff called the Delton Fire Department, and firefighters arrived a few minutes after the alarm sounded, Shattuck said. The fire crew found an electrical fire had ignited in a heating and air-conditioning unit on a ground-level hotel room, Fire Department Chief Andy L. Schultz said. Sprinklers in the room activated immediately and extinguished the flames before firefighters arrived. The chief said the incident points out the advantage of buildings having a good sprinkler system.

"The sprinkler system saved the building," Schultz said.

Furniture in the room was partially burned, and it suffered smoke damage from the fire and water damage from the sprinklers, he said. Firefighters "overhauled" the room to make sure no embers were hidden that might ignite later, Schultz said. They also removed damaged furniture and ventilated smoke from the room with giant fans.

About a half-hour after the fire alarm, fire fighting crews were leaving as hotel employees began clean-up work. On the patio outside the room some upended furniture and small balls of charred material were the only signs the emergency occurred.

Hotel guests were able to return to their rooms quickly after firefighters made sure the wing was safe, Shattuck said. There was no sign of smoke outside the burned room or other damage.

"It seems to have been contained to one room," he said.

Shattuck said he did not know how many people had to be evacuated from the east wing of the lodge. However, occupancy at Great Wolf Lodge was not high Tuesday and he did not think it was a large number of people.

People who were evacuated moved to other parts of the hotel during the emergency, he said. Shattuck said the hotel's guest services department will decide if evacuated guests would be compensated for the disturbance.

"Most guests were in the water park playing," Shattuck said.

# REGIONAL REPORT

North Central Edition



## **Dorm Fire Displaces UHart Students *Fire Contained To Trash Can, Desk***

A fire ignited inside a dormitory at the University of **Hartford** in Connecticut on December 6, months after the campus installed new sprinklers.

"We smelled the smoke and then we saw some smoke coming out, and then I opened the door and that's when I saw the fire," said Jonathan Barber, a UHart freshman. West Hartford's fire officials said the flames were contained to a trash can. Channel 3 Eyewitness News reporter Ray Daudani reported the students who live at UHart's Crandall Hall evacuated into the cold for about an hour.

Water from overhead sprinklers did the most damage inside the building, which kept the university from allowing students back inside the building. About 20 students will have to crash at a friend's place Thursday night.

The inconvenience caused by the sprinklers is nothing compared to what could have happened if they weren't installed.

"It was catching on to a few things but it wasn't as serious. If you would waited for a long time, it could have got big," Barber said. "We could have been in bad shape."

Two years ago, a fire at a nearby dorm shut down the entire building for a semester. That dorm was not equipped with sprinklers. "After that fire, I believe, the school made the decision to sprinkler a lot of the dorm buildings, and these dorms were sprinklered this summer. So, I think it proved its worth today," West Hartford Assistant Fire Chief Michael Sinsigalli said.

Fire crews inspected the affected rooms and continue to investigate an exact cause. Fire crews cited the sprinklers for keeping the fire contained to a trash can and a portion of a desk that was burned.

The students are expected to be allowed to move back into their dorm rooms over the weekend.

## **Honeywell Securities fire smolders for hours**

One hundred firefighters and emergency medical workers fought a fire at Honeywell Securities in Lake View Corporate Park in Kenosha County on Wednesday and Thursday, some remaining on the scene for nearly 11 hours.

The fire burned flattened cardboard boxes stacked about 12 feet high, according to a news release from Pleasant Prairie Fire and Rescue. No one was injured, and there was no structural damage to the building, the Fire Department said. The boxes were used to package spools of low-voltage data wire made at the plant.

Firefighters were called to the plant about 9:30 p.m. A sprinkler system limited the fire's spread but could not put it out. Instead, the fire smoldered in the cardboard, filling the 250,000- square-foot building with smoke.

The Pleasant Prairie department had help from 18 fire and rescue departments from Wisconsin and Illinois in removing the burning cardboard and smoke from the building. The cause of the fire is still under investigation.

## **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.

## **Sprinkler Firewatch service helps track saves**

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

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

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

## **NFSA Expert of the Day-Some of Your Competition is getting 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 travel 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)

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!

# REGIONAL REPORT

North Central Edition



## **New NFSA Reference Textbook into Second Printing**

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

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

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

**Minnesota: [www.mn.org](http://www.mn.org)**

## **Minnesota Chapter Continues Work with Fire Service on 2008 Forum**

The NFSA-MN Chapter is in the final planning stages to formulate a mutually educational project to assist Authorities Having Jurisdiction and contractors find common ground on local ordinances and municipal policies when it comes to design and installation of fire sprinkler systems. The session, scheduled for March 6, 2008 at the Mermaid in Moundsview will address issues that can make the process for installing fire sprinkler protection a commitment by the parties to ensure systems being installed more uniformly in the region. A joint committee of NFSA members and AHJ's has been meeting for months to establish an educational program complete with expert presenters. The Minnesota State Fire Marshal Division and the State Fire chiefs have actively participated in the process.

## **RPZ/Double Check Valve Challenge from MN Department of Labor & Industry**

An old issue in Minnesota that is coming up again. Minnesota has its own "home-grown" plumbing code. Back in 1990, the Minnesota Department of Health proposed changes to these rules that would have required all fire sprinkler systems to have:

- a reduced pressure zone assembly (RPZ),
- a double-check valve with intermediate atmospheric vent (DCVIAV), or
- a double-check valve assembly (DCVA).

NFSA Region 15 challenged this back in 1990 and basically prevailed. A footnote was added to the rules stating that fire sprinkler systems complying with AWWA Standard M-14 (1990 edition). By some, it was understood this to mean that if connected to potable water, all the sprinkler system needed is a check valve.

NFSA Region 15 brought in Ken Isman from NFSA to testify on this issue; Ken's testimony was instrumental in overturning the language and getting the footnote added. The exact rule language and footnote is below.

The state plumbing code has now been moved from the Minnesota Department of Health to the Department of Labor & Industry and this issue seems to be coming up again.

Here is a link to the rule language:

[http://www.revisor.leg.state.mn.us/bin/getpub.php?pubtype=RULE\\_CHAP\\_SEC&year=current&section=4715.2110](http://www.revisor.leg.state.mn.us/bin/getpub.php?pubtype=RULE_CHAP_SEC&year=current&section=4715.2110)

Note after item K – Fire Sprinkler System, footnote 2 was added. Footnote 2 states: “2. Installations must comply with AWWA-M14, chapter 6 (1990) except that the following statement is deleted from section 6.3: At any time where the fire sprinkler piping is not an acceptable potable water system material, there shall be a backflow-prevention assembly isolating the fire sprinkler system from the potable water system.”

On the issue, the NFSA has already offered attention to assist the Chapter and the State Fire Marshal to provide information to assist in the education of the Department of Labor & Industry to continue the proper application of these system components.

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

## **Mini-Max Bill Modified, Passed out of Assembly Labor Committee**

On November 28, the Assembly Labor Committee held an executive session to vote on AB 521, legislation that would impose a mini-max Commercial Building Code on all local units of government. The committee voted 5-3, on party-lines, to move forward with the proposal. All Republicans voted in support, and all Democrats voted against.

One amendment that would grandfather in local units of government that currently have more strict codes was unanimously approved. We are also working with Associated Builders and Contractors (ABC) and the bill’s authors to draft another amendment that would address the concern about passing ordinances that relate to retrofitting existing buildings with fire sprinklers. However, ABC has stated it would not support a blanket exemption on fire sprinkler ordinances; something our group would like to see.

The Wisconsin State Fire Chiefs have worked closely with us to discuss alternative proposals to the mini-max code. Suggestions such as exempting fire sprinkler systems to requiring all units of government to post any code changes to a central website have been discussed. We will keep you updated on the progress of this bill.

## **Historic Building Code Bill Introduced**

SB 331 is legislation relating to the regulation, preservation, and restoration of historic buildings. Among other things, this bill specifies that the State Historic Building Code must be liberally interpreted to facilitate the preservation and restoration of qualified historic buildings.

Annie Early, Wisconsin NFSA Chapter lobbyist spoke with the Department of Commerce about concerns how this bill would affect laws already in place relating to fire sprinkler requirements. Commerce agreed that this was a legitimate concern and we are in the process of contacting the bill’s authors to express this concern. The Department is working to convince legislators that this is in fact unnecessary language.

Under current law, in addition to permitting the preservation or restoration of qualified historic buildings, Commerce may grant a variance from any rule promulgated under the chapters of the statutes relating to the regulation of industry, buildings, and safety or the regulation of plumbing, fire protection systems, and swimming pools. In other words, the ability to grant variances already exists somewhat without compromising the integrity of a buildings’ safety.

# REGIONAL REPORT

North Central Edition



A link to the bill is: <http://www.legis.state.wi.us/2007/data/SB-331.pdf>

## NFSA News

Check the NFSA web site, [www.nfsa.org](http://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 Winter/Spring 2008

(B) Basic, (I) Intermediate, (A) Advanced

<b>Date</b>	<b>Topic</b>	<b>Instructor</b>
<b>Jan 29</b>	<b>Wet Systems (B/I)</b>	<b>Victoria B. Valentine, P.E.</b>
<b>Feb 12</b>	<b>Dry and Preaction Systems (I)</b>	<b>Russell P. Fleming, P.E.</b>
<b>Feb 26</b>	<b>Antifreeze System Updates (I)</b>	<b>Kenneth E. Isman, P.E.</b>
<b>Mar 11</b>	<b>NFPA 13R Systems-Outside the Dwelling Unit (I)</b>	<b>Cecil Bilbo, Jr.</b>
<b>Apr 1</b>	<b>Foam Sprinkler Systems Update (I)</b>	<b>Russell P. Fleming, P.E.</b>



# REGIONAL REPORT

North Central Edition

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

\*LOOK NEXT MONTHLY FOR:

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

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

Your Regional Manager is looking to schedule more 2008 programming, Contact Dan Gengler (262) 245-5255 or [dannfsa@aol.com](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.

# REGIONAL REPORT

North Central Edition



The MN Chapter of the NFSA is a sponsoring 4-day programming to be held April 1-4, 2008 at the Bill & Bonnie Daniels Firefighters Hall & Museum, 644 22<sup>nd</sup> Avenue, Minneapolis. Plan Review Policy and Procedures is scheduled the first day with two 4-hour programs; Certification of Pumps and Advanced Pumps the second day, then Sprinkler Protection of Rack Storage and Hydraulics for Fire Protection completing the schedule the next two days.

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](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

**AnvilStar**  
Edina, MN  
(1-19-95) 13 years

**API**  
St. Paul, MN  
(1-31-96) 12 years

**National Automatic Sprinkler Company**  
Blaine, MN  
(1-1/85) 23 years

**Reliable Automatic Sprinkler Company, Inc.**  
Roseville, MN  
(1-01-01) 7 years

**Sentry Fire Protection**  
Waverly, MN  
(1-01-85) 23 years

**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.

**Future NFSA Annual Seminars and Exhibitions. Make plans now to attend the industry’s premier educational events.**

**May 14-17, 2008 NFSA Annual Seminar,**

**Atlantis Paradise Island, Bahamas**

**April 29-May 2, 2009 NFSA Annual Seminar & Exhibition**

**Omni Championsgate, Orlando, Florida**

## 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.*