



**“Winning is not a sometime thing; it’s an all time thing. You don’t win once in a while, you don’t do things right once in a while, you do them right all the time. Winning is a habit. Unfortunately, so is losing.”**

**Vince Lombardi**

As I write this I understand this report will reach Minnesota and Illinois. In Illinois expect Bob Kleinheinz to be your future contact as we have mentioned in last month’s newsletter. In Minnesota, you can expect to hear from me more than just the once a month communication that you will receive like this. I will be passing on pertinent information, well screened, that may affect your business operations or influence the sprinkler industry for fire service or NFSA members in general. I look forward to working with all and will not forget my many friends that I have met through the years in Illinois.

The reference above has nothing to do with my loyalties, well maybe a little but the sentiment expressed by the coach should bear out in our work ethics. We must win in the Politics of Life Safety game all of the time. The message is quite clear, doing excellent work should be a habit, those living or working under a sprinkler system expect it to work right even if it’s forty years old.

#### **NFSA Annual Seminar & Exhibition is Record Success**

A record 1,500 Las Vegas attendees at the NFSA Annual Seminar & Exhibition enjoyed a marvelous three-day educational and exhibition program held May 3-5, 2007. The numbers reflect a 25% increase over any previous seminar & exhibition. All comments I received for the three days were “Exceptional!” “Great!” and “Wow!” just to record a few. Contractors and vendors alike took home new state-of-the-art information and sprinkler component concepts.

**Chairman of the Board Wayne Gey, Wayne Automatic Fire Sprinklers, Inc.** opened the seminar with some comments encouraging all to participate in the educational workshops, exhibitions and related social activities for this year’s program. He made a number of encouraging statements during his address and cautioned all of the “What happens in Vegas, stays in Vegas” slogan should be violated as the information to be learned would best be suited at home and in business. Wayne also said, “We are an industry and association on the verge and we want to share it with the world.” He promptly recited the litany of activities the organization provides the country and the industry in support of the fire sprinkler concept. He asked attendees, “Are you involved? Will you get involved?” He gave some statistical reasons why all should push the concept of sprinklers and closed his opening remarks with, “We can do it! The time is now – we can do it!”

Other opening ceremony presentations were made by the Clark County Fire Department and **NFSA Board Member Jeff Bennett** with the *Rest Assured* presentation to the Red Rock Resort & Casino. **NFSA Board Member Barry Waterman** presented the 2007 *NFSA Hall of Fame* inductees: **Stephen A. Communale, Jr., Jim D. Lewis, Raymond Link, William Meyer and Robert F. Pettit**. A newly established *NFSA Technical Service Award* was given to three members of the engineering and technical world of fire sprinklers.

Former **Chairman of the Board, Bill Oliver, 2006 recipient of the Golden Sprinkler Award**, Bob gave an inspiring speech about the industry and his input. Bob graciously received two well deserved standing ovations.

Next on the agenda was the presentation all were anticipating, **NFSA President John A. Viniello's (JAV) "State of the Industry Address."** JAV, appearing in an all-white suit, once again gave his passionate interpretation of what is news and happening in the industry. He started by stating, "The Fire sprinkler economy is excellent in May of 2007." He cautioned all to be optimistic about 4<sup>th</sup> quarter 2007. Stating economic trends lead some to think our record pace will slow later in the year. Instability of markets, consumer debt, and devaluation of the US dollar were just a few of the indicators. He stated that false backlogs should caution that if jobs are put on hold, be mindful of inventories.

President Viniello gave some NFSA economic statistics about training revenue over the last 23 years and mentioned the Workforce Investment *Grant* program that can pay dividends for training. He urged all to "google" WFIG, plug in "state" and apply for awards. He said there could be a "nice payday" for those applying.

JAV also gave some encouraging news about the *Fire Sprinkler Incentive Act Of 2007* explaining there is optimism of passage. He spoke of the International Residential Code hearings later in May that has the fire and building code officials going against each other over the one- and two-family fire sprinkler requirements in the 2007 version of that document.

The session closed with the opening of the exhibit hall with a reception that kept attendees from needing dinner. What a spread. But the highlight was a trade show like the industry has never seen. Vendors, representing the industry from around the world, were displaying their newest & best yet. The response was outstanding and all were impressed with the show.

The first ever Top Technician competition held in conjunction with the Exhibition, the team from the Florida region battled to victory. Through very close competition in the elimination rounds held before record attendance during the exhibition opening on Thursday night and the finals on Friday afternoon, every one of the twelve teams representing the U.S. and Canada played with a high level of intensity and confidence. Congratulations go out to team Florida members. Midwest competitors gave a very respectable showing but came up a little short. Still, we are proud of **Joseph J. Berger, Millennium Piping, Chicago, IL, Kirk Goretski, H. J. Pertzborn Plumbing & Fire Protection, Madison, WI, Brian Rzewnicki, Cybor Fire Protection Company, Downers Grove, IL and Joseph S. Kolecke, Global Fire Protection Company, Downers Grove, IL**

Friday presented some outstanding opportunities to enrich the business environment for contractors and other attendees. Again, the comments were extremely complimentary. Presenters and attendees were all impassioned in the topics presented. This was a great reason to attend NFSA seminar workshops. For those of you who were unable to attend all of the general speaker sessions, you can download those you missed at the following link at the NFSA website: [http://www.nfsa.org/annualseminar/2007/2007\\_annual\\_seminar\\_presentations.htm](http://www.nfsa.org/annualseminar/2007/2007_annual_seminar_presentations.htm)

Saturday's session was short to accommodate the afternoon golf outings but it had impact. **NFSA Board Member Dennis Coleman** opened the final day with remarks about the organization and it's effectiveness in the world of fire sprinklers. **NFSA Executive Vice President Russ Fleming** explained some of the technical issues facing the industry. Fortunately Russ was able to do so in a very friendly format that had the audience understand what is happening.

**Buddy Dewar, NFSA Director of Regional Operations** and **Shane ray, NFSA Associate Director of Public Fire Protection** offered Market Initiatives expressing what is happening and where, what needs to be done and when.

**NFSA Vice Chairman of the Board, Gregg Huennekens** and **Jamie Reap, US Fire Protection-IL** gave a presentation on the residential market and why companies should think about residential wings to their companies.

**Vicky Pritchett, NFSA Associate Director of Public Fire Protection** introduced the next segment on advocate partners for fire sprinklers. **Vina Drennan**, presenter at the 1999 Chicago NFSA Seminar & Exhibition, gave another spirited presentation that challenged the industry to do more. "I hope you get bad backs from carrying your bags of money selling sprinklers" she stated. Vina is a friend of the industry and one who believes in the mission. She serves on the Fallen Fire Fighter Foundation.

**Ed Comeau, Campus Firewatch**, gave a report on the Campus Fire safety Update.

The annual program closed that evening with a superb dinner followed by golf awards and tremendous entertainment. If anyone didn't have a great time this year and walk away with some very enlightening information, shame on them. I don't believe that population to be very measurable!

Again, congratulations on helping make this year's Annual Seminar & Exhibition an event to remember.

As a reminder, the 2008 Annual Seminar will be held May 15 – 17 at the Atlantis in Paradise Island, Bahamas and the 2009 Annual Seminar & Exhibition will be held April 30 – May 2 at the Omni Champions Gate in Orlando. I look forward to seeing you all at both.

#### [Fire-safe cigarette requirement becomes Oregon law](#)

After July 1, cigarette companies will only be able to sell cigarettes in Oregon that go out if they are not being puffed on, according to legislation signed into law Tuesday by **Governor Ted Kulongoski**. He noted that cigarettes sparked 9,000 fires in Oregon from 1999 to 2005, causing 37 deaths, 185 injuries and more than \$32 million in property damage. Similar legislation had been blocked in past years by cigarette makers, so supporters such as **State Fire Marshal Nancy Orr** greeted the new law with smiles. "We're going to save lives with this legislation," Orr said. "Fire-safe cigarettes are going on sale in Oregon today! We did it!"

House Bill 2163 makes Oregon the ninth state to limit cigarette sales to fire-safe cigarettes. New York passed the first fire-safe cigarette requirements in 2000 and they took effect in 2004. Governor Kulongoski and others credited retired firefighters **Tim Birr and Tom Whelan** with getting the legislation passed, noting that they had pushed for it for years.

Wisconsin and Minnesota are both working on similar legislation.

#### [Fire Ravages Historic Washington, D.C. Sites](#)

Two fires ravaged historic sites in the U.S. capital on April 30, 2007, one gutting part of the 134-year-old Eastern Market and the other destroying irreplaceable documents and art at the Georgetown public library branch. **Fire Chief Dennis Rubin** said there was no suspicion the fires were related.

The first blaze tore through the southern half of the Eastern Market, a Capitol Hill landmark. The city-owned building was empty at the time and there were no injuries, Rubin said.

Hours later, a blaze rushed through the public library's Georgetown branch, which was being renovated. There were no injuries. Many library employees cried at the sight of the flames, including **Jerry McCoy**, the archivist who oversees the Peabody collection of artifacts. "This is stuff nobody else has, not even the Library of Congress," McCoy said, weeping with his head against a tree. "I've always feared this was going to happen. This is my worst nightmare come

true," he said, lamenting the lack of fire sprinklers or a fire alarm.

Firefighters brought out one piece of art after another and laid them out on the sidewalk.

McCoy said none of the material was on microfiche or made into digital copies. "It's absolutely irreplaceable," he said.

Three hours after the fire started, nearly nothing was left of the roof, and strong winds were still whipping the flames on the building. Rubin said the Eastern Market fire appeared to have started in a trash bin behind the building. It took 160 firefighters two hours to put out the blaze. Fire spokesman Alan Etter estimated the damage at US\$ 5 million to \$10 million.

### **August Deadline Set for End to Central Sprinkler O-Ring Sprinkler Recall**

Property Owners Should Act Now To Request Replacement of Sprinkler Heads

The U.S. Consumer Product Safety Commission (CPSC) and Central Sprinkler Company are urging residential and commercial property owners who have O-ring sprinklers covered under the previously announced recall and have not yet filed a claim to replace them to contact Central Sprinkler immediately. Home and commercial property owners need to submit their claim within the next 129 days as the program for receiving free replacement heads will end on August 31, 2007.

The voluntary replacement program (VRP), which was first announced in July 2001 included about 35 million O-ring fire sprinklers manufactured by Central Sprinkler, Gem Sprinkler Company and Star Sprinkler Company, Inc. due to a concern that some O-ring sprinklers might not operate in a fire situation. To participate in the replacement sprinkler program, property owners must submit "Proof of Claim" and "Waiver and Release of Claim" forms to Central Sprinkler Company postmarked by August 31, 2007. Valid Claims received prior to the deadline will qualify for free replacement sprinkler heads and installation services.

Consumers can obtain additional information on identifying the sprinklers covered by this recall and instructions on filing a claim by visiting [www.asprinklerreplacement.com](http://www.asprinklerreplacement.com) or by calling Central Sprinkler at (800) 871-3492 anytime. For a full list of sprinkler heads involved in the recall, consumers can log on to [www.cpsc.gov/CPSCPUB/PREREL/prhtml01/01201.html](http://www.cpsc.gov/CPSCPUB/PREREL/prhtml01/01201.html)

This deadline relates only to the Central Sprinkler O-ring sprinkler recall announced on July 19, 2001. It does not involve additional models of sprinklers other than those named in July 2001. Building owners who already have (1) had replacement sprinklers installed by Central Sprinkler; (2) submitted a claim to Central Sprinkler that has been deemed complete and installation of the replacement heads is pending; or (3) confirmed that their sprinkler heads are not covered by the Central Sprinkler VRP need not take any further action under the VRP. Building owners who have previously submitted an incomplete claim will be sent a reminder notice requiring them to send in any missing information or materials by the August 31 deadline or else their claim will be void.

Central Sprinkler urges all other building owners to consult with their fire sprinkler installer and/or check their system records as soon as possible to determine whether their sprinkler heads are covered by the program.

### **[Congressman Langevin Reintroduces House Version of the 2007 Fire Sprinkler Incentive Act-Do Something! Write Your U.S. Senator and Congressmen](#)**

**Congressman Jim Langevin (D-RI)** reintroduced the House of Representatives version of the *Fire Sprinkler Incentive Act of 2007* in late March. 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. The bill is identified as HR 1742. Earlier this year an equivalent bill identified as S 582 was introduced in the U.S. Senate by **Senators Gordon Smith (R-OR) and John Rockefeller (D-WV)**.

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.

“With the support of the country’s major fire protection organizations, I will be urging my colleagues to support this critical and life-saving legislation,” said Langevin, who is a member of the Congressional Fire Services Caucus. “The benefits of this bill are twofold. First and foremost it will help save lives. Secondly, it will create tax incentives for a business to install these systems.” In his introduction of the bill he later stated, “I am hopeful that this legislation will move swiftly.”

Since the tragic nightclub fire in West Warwick, Rhode that claimed 100 lives prompted the initial introduction of the Fire Sprinkler Incentive Act, NFSA’s **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](http://www.nfsa.org/fsia/FSIA_Bullet_points.pdf) . In this region contact the following legislators for their support:

#### Senate

[Richard Durbin](#), Illinois  
[Barack Obama](#), Illinois  
[Norm Coleman](#), Minnesota  
[Amy Klubuchar](#), Minnesota  
[Russell D. Feingold](#), Wisconsin  
[Heb Kohl](#), Wisconsin

#### House of Representatives – *Sponsors recorded in red italics*

##### ILLINOIS

<a href="#">Bean, Melissa L.</a> , Illinois, 8th	<a href="#">Biggert, Judy</a> , Illinois, 13th
<a href="#">Costello, Jerry</a> , Illinois, 12th	<a href="#">Davis, Danny K.</a> , Illinois, 7th
<a href="#">Emanuel, Rahm</a> , Illinois, 5th	<a href="#">Gutierrez, Luis</a> , Illinois, 4th
<a href="#">Hare, Phil</a> , Illinois, 17th	<a href="#">Hastert, Denny</a> , Illinois, 14th
<a href="#">Jackson Jr., Jesse L.</a> , Illinois, 2nd	<a href="#">Johnson, Timothy V.</a> , Illinois, 15th
<a href="#">Kirk, Mark</a> , Illinois, 10th	<a href="#">LaHood, Ray</a> , Illinois, 18th
<a href="#">Lipinski, Daniel</a> , Illinois, 3rd	<a href="#">Manzullo, Donald</a> , Illinois, 16th
<a href="#">Roskam, Peter J.</a> , Illinois, 6th	<a href="#">Rush, Bobby L.</a> , Illinois, 1st
<a href="#">Schakowsky, Jan</a> , Illinois, 9th	<a href="#">Shimkus, John</a> , Illinois, 19th
<a href="#">Weller, Jerry</a> , Illinois, 11th	

##### Minnesota

<a href="#">Bachmann, Michele</a> , Minnesota, 6th	<a href="#">Ellison, Keith</a> , Minnesota, 5th
<a href="#">Kline, John</a> , Minnesota, 2nd	<a href="#">McColum, Betty</a> , Minnesota, 4th
<a href="#">Oberstar, James L.</a> , Minnesota, 8th	<a href="#">Peterson, Collin C.</a> , Minnesota, 7th
<a href="#">Ramstad, Jim</a> , Minnesota, 3rd	<a href="#">Walz, Timothy J.</a> , Minnesota, 1st

## **WISCONSIN**

[Baldwin, Tammy](#), Wisconsin, 2nd  
[Kind, Ron](#), Wisconsin, 3rd  
[Obey, David R.](#), Wisconsin, 7th  
[Ryan, Paul](#), Wisconsin, 1st

[Kagen, Steve](#), Wisconsin, 8th  
[Moore, Gwen](#), Wisconsin, 4th  
[Petri, Thomas](#), Wisconsin, 6th  
[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](http://www.donotcall.gov).

### **Members Receiving Regional Reports by Mail**

If you are a member and are still receiving our regional reports by mail, we ask that you submit your email address to: [mrepko@nfsa.org](mailto:mrepko@nfsa.org). Your email will be added our email database and you'll receive the regional report via email instead of through the mail. This will save us postage and staff time, and ultimately in membership dues, plus you'll be able to enjoy all of the graphics and colors put into the report each month!

### **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). However, the NFSA has decided to lower the price of the text with an introductory rate. If you order the book before June 1, 2007, you can take \$20 off the price, making the book available for the low price of \$115 for members and \$175 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](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](#)**

#### **[Green Bay Experiences Another 2007 Sprinkler Save](#)**

It seems that the city of Green Bay has their fire frequency rate like everyone else this year, up. But recording those fires as small and manageable has been up as well. The city has recorded several sprinkler saves of impression, a popular restaurant and an influential business were saved by sprinkler activations this year.

On Sunday evening, May 6, 2007, at 10:55 PM, it happened again. The Green Bay Fire Department was dispatched to Freedom House, a shelter for homeless families in the Green Bay area. The 911 caller reported smoke in the building, then hung up. The location of the building resulted in a longer than normal response for the first arriving pumper which, upon arrival, reported smoke showing on the lower level. As firefighters advanced hose lines they encountered heavy smoke in the hallways and laundry room, but they found the fire had been contained by the activation of a single sprinkler head.

The Freedom House is an 18,500 square foot facility occupied by 12-18 families, adults and children that may not be familiar with their surroundings during an emergency. The activation of the sprinkler system sounded the alarms, allowing time for all occupants to exit the building safely prior to the fire department's arrival and before they were adversely affected by the smoke. The single sprinkler head quickly contained the fire, which reduced fire and water damage, and greatly reduced the risk of firefighter injury.

**Green Bay Fire Chief Jeff Stauber** stated: "This is another example of the value of residential sprinklers. Residents were able to return to their rooms later that evening, after the building was cleared of smoke and the local sprinkler contractor replaced the sprinkler head and recharged the system."

#### **[Fire Damages Rockford's Pump Handle Inn, Second Sprinkler Save in a Month](#)**

Two overhead sprinklers were activated by smoke and fire Friday afternoon at the Pump Handle Inn, but that was not enough to stop the fire from causing about \$41,000 damage. One employee of the building suffered smoke inhalation and was taken to SwedishAmerican Hospital.

Firefighters were dispatched at 3:38 p.m. to the 11th Street hotel. They encountered smoke on the second floor and a fire in one of the rooms. The fire was doused in 10 minutes and the building was ventilated. It was unknown how many, if any, residents were displaced by the fire.

I would ask, "How much more would the damage had been if not for the automatic fire sprinkler protection?" "Not enough to stop the fire from causing \$41,000 damage." Had not fire sprinklers intervened in the fire, the building could have been a total loss and Rockford would have lost an eatery and a tax base. The building and contents costs plus cleanup were not traumatic verses more damage to total destruction. Give credit, sprinklers saved a building, jobs and local economy.

### [Eau Claire Also records Second Sprinkler Save in a Month](#)

For the second time in a few days, the Eau Claire Fire department responded to a fire emergency that already had an automatic fire sprinkler system fighting the fire. The first, reported last month was in the downtown Ramada Inn. Damage was minimal compared to what could have been.

On April 13, 2007, the sound for alarm had six fire units and several command staff respond to the Phillips Magnesium Plant. A machine operating as a magnesium press had experienced a fire that was extinguished by fire crews expertly applying 14 Class D extinguishers. The reaction of water to magnesium created a sparked display when the fire sprinkler system activated. Surrounding combustibles were dampened to keep the fire from spreading to the building. Damage was minimal compared to the potential loss of the building. A great cooperative effort by the responding fire department members and the standing-by fire sprinkler system.

### [Kenosha Sprinkler Save Limits Apartment Fire](#)

Sprinklers are being credited with preventing an apartment fire Wednesday night from getting out of hand. According to **Kenosha Fire Battalion Chief Matt Haerter**, firefighters were called at 8:49 p.m. to 3308 56th Av. after a grease fire erupted in Eric Smith's apartment.

Smith was cooking with grease when he went into another room, Haerter said. He saw a flash and noticed fire had erupted in the pan. He put the pan in the sink and covered it; which was the right thing to do, Haerter said, but when he uncovered it and ran water on the grease, the vapor reignited and spread to the kitchen.

That's when the apartment's automatic fire sprinklers kicked on, and the water was enough to overpower the fire, Haerter said. The fire was out when firefighters arrived, but there was smoke throughout the building as well as significant water from the sprinklers. Firefighters had to tear out drywall in order to expel the water from the building.

In all, damage was about \$10,000, Haerter said, but he noted that it would have been a lot worse without the sprinklers. This shows what sprinklers can do, Haerter said. Without them, we would have had an extensive fire.

### [Sprinklers Save Lives-Champaign Proves It](#)

Early Mothers Day 2007, coincidentally the 11<sup>th</sup> anniversary of the Chapel Hill Campus Fire that killed five students, a kitchen fire in a 12-unit apartment building challenged the life safety of three children. The fire started in the second story apartment of the town center apartments in Champaign early on May 13, 2007. It caused a lot of fire and water damage to the kitchen and hallway areas but the sprinkler system extinguished the fire by itself.

Firefighters state that the fire was started after one of the children fell asleep while cooking on the stove. Children, ages 14, 6 and 5 years, were home alone when the fire started at 1:43 AM. Arriving crews found the oldest hanging out a window while his sibling sisters were trapped in the bedroom next to the hallway where the sprinkler had activated. It is unsure if one of the girls had slept through the alarm initially. The Champaign Fire Department offers the incident as an opportunity to learn a fire safety lesson.

“Smoke detectors and fire sprinklers save lives,” said Champaign Fire Department Deputy Chief Tim Wild. “Smoke detectors wake us early in our home to get us out of our buildings and a sprinkler system is even better yet, they use a control to extinguish the fire. The sprinkler did its job!”

Local ordinance, according to DC Wild, states that any apartment building with more than 12 units must have sprinkler protection or the owners are breaking the law.

### **[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.

### **[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\\_eod@nfsa.org](mailto: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 it's' 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)

### **[NFSA Academy Trains You at Your Desk](#)**

To answer the call for a quality distance-learning program, NFSA has introduced the **NFSA Academy**. With 80 modules to pick from, dealing with beginner to advanced training, the Academy has something for everyone! Save on lost billable hours and travel expenses by getting your continuing education needs right from your own desktop. Log onto [www.nfsa.org](http://www.nfsa.org) and click on the banner below and sign up for the NFSA Academy, your competition is! **Wisconsin contractors, get your CEU's here!**

### [NFSA Advanced Technical Training Program in Chicago in July](#)

The NFSA has also scheduled the **3-day Advanced Technician Training Class for July 24-26, 2007** at the William Tell in LaGrange. 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.

### [NFSA Project Management Class Scheduled for September 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.

## [ILLINOIS](#)

### [ICCA Suggestion for Building Code for State of Illinois Makes Right Turn](#)

Illinois Council of Code Administrators (ICCA) proposal, H1853 for a statewide building code has no progress to report. The ICCA has been promoting a building code for the state since 1995 and is acceptable to working with anyone hopeful to get the mission accomplished. As of this writing, there has been nothing new to report except that efforts are in the wind to find a legislative way to get it done.

### [JCAR Issue with Contractor License Act](#)

**Illinois State Fire Marshal David Foreman** reported in the last issue of the State Fire Chief's periodical, *The Gong*, that the Fire Sprinkler Contractor's Act requires design drawings to be stamped by an Illinois licensed professional engineer or licensed architect in accordance with the Illinois Department of Professional Regulations. The professional engineers are challenging layout documents for submission to authorities having jurisdiction. This battle continues.

### [NICET Inspector/Tester Bill Moves into State Senate](#)

State Senate Bill 495, Fire Sprinkler Systems Inspections and Testing, introduced by **Senator Antonio Munez and authored by Representative Bob Rita** on the House version went to the House Committee of Fire Protection on May 17, 2007. The bill amends the Fire Sprinkler Contractor Licensing Act as it provides that all inspections and testing of existing fire sprinkler systems and control equipment must be performed by a licensee under the Act or an individual employed by a licensee. The legislation sets forth qualifications for individuals performing the

inspection and testing duties to be qualified by certification by 2010, includes journeymen sprinkler fitters. The bill also exempts individuals performing inspection or testing of fire sprinkler systems on behalf of a municipality, county, or fire protection district from the requirement.

Seven members of the committee heard the substantiation for the concept from **Representative Rita, lobbyist Margaret Vaughn and new Illinois Regional Manager Bob Kleinheinz**. The testimony led to a vote of six for with one representative voting present, or abstaining. The bill moved to the House of Representatives for floor vote. Last year, it walked through committee and the floor. If the legislators feel the same about it, the bill should have moved through the House in late May with anticipation of the governor's approval late spring making it law!

Additional Legislation pending of Interest:

**H659-Student Dormitory Fire Sprinkler Installation**-Disposition, pending in House  
Amends the State Treasurer Act. Requires that the Office of the State Treasurer by rule develop, implement, and administer a program of low-interest loans to post-secondary educational institutions to assist with the cost of installing fire sprinklers in student dormitories. Requires that the loans be funded through a revolving fund consisting of transferred or appropriated monies, interest on the fund, and loan repayments.

**H743-Contractor Prompt Payment Act**, Disposition, pending in Senate  
Provides that all construction contracts, unless expressly excluded, shall be deemed to provide if a contractor has performed in accordance with the provisions of a construction contract and the billing has been approved by the owner or the owner's agent, the owner shall pay the amount due to the contractor pursuant to the billing not more than a specified number of calendar days after the approval.

**H830-Mechanic Lien Act**-Disposition, passed through House, pending in Senate Rules Committee  
Amends the Mechanic Lien Act. Provides that any person furnishing labor, services, material, fixtures, apparatus or machinery, or form work to any contractor having a contract for a public improvement for a governmental entity shall have a lien for the balance thereof on money, bonds, or warrants due to the contractor. Provides that a written notice of claim for lien shall contain a sworn statement identifying the contract work done, and total due.

### **12th Annual Illinois Burn Prevention Invitational- Registration is Closing**

If you are reading this in early June, you may not have enough time to register for the **12th Annual Illinois Burn Prevention Invitational** will be held June 12th at the Cantigny Golf Club in Wheaton. Sponsored by the **Illinois Burn Prevention Association**, this event has raised over \$550,000 for children who have survived burn injuries at the *IFSA Camp I Am Me for Kids*. In recent years the outing included contributions to the Loyola University Medical Center – Burn Center and to fire prevention public education programs that help prevent burn injuries.

Last year the invitational raised more than \$100,000. "Camp I Am Me", the Illinois Fire Safety Alliance hosts an annual summer camp for children 8 to 16 years old who have experienced a significant burn injury requiring hospitalization. In 2006, ninety-five injury qualifying children from Illinois spent a week at Camp Duncan near Fox Lake. They participated in a wide-range of activities and events that made the week extremely memorable.

The other recipient, Loyola University Medical Center – Burn Center was given a portion of the proceeds for their public education programs teaching preventive measures to avert burn injuries. Loyola is one of the busiest trauma centers nationwide and is recognized for providing the best in burn care.

## Minnesota

Being new to the region, I have little to report but to say that I am making new friends and business acquaintances each time I report for duty. As readers can see, you will get a variety of information. Let's plan on making news of interest and profitability regarding the fire sprinkler mission!

### 11<sup>th</sup> Annual BurnAid Golf Classic, Moves to New Course

Mark your calendars for Monday September 10, 2007 for a day of fun and fundraising by attending the 11<sup>th</sup> 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 proposal to adopt all provisions of the 2006 International Building Code (IBC) with emphasis on the multifamily passages awaits action from the legislature. The homebuilder lobby is actively enforcing refusing to let adoption go without a fight.

Members from both code councils represented many industries, including fire service, builders, developers, Wisconsin Manufacturers and Commerce (WMC), architects, Associated Builders and Contractors (ABC), Associated General Contractors (AGC-WI), municipalities, labor (carpenters, dry-wallers, electricians) and realtors voted in support of the measure..

### County fair small animal barn to be better, stronger than ever - Replacement for fire-destroyed building to be complete by fair time

Think of the Racine County Fair's rebuilt small animal barn like the Bionic Man - "better, stronger, faster," as opening line to "The Six Million Dollar Man" 1970s television show stated. The new building - which will replace the one destroyed in a Jan. 18 fire - will be constructed with steel posts and beams, rather than wood. That change certainly qualifies as stronger.

It will be larger than the previous structure - 90-by-224 feet rather than 60-by-200 feet, according to state Rep. Scott Gunderson, vice president of the Racine County Agricultural Society, which operates the fairgrounds. Given how all the rabbits and poultry were squeezed in the old building, more space certainly qualifies as better.

State code now requires the structure to have fire sprinklers, something the old building lacked and that's a feature that probably would have been helpful in battling January's blaze. Investigators ruled the fire accidental, although they were unable to identify an exact cause.

The fair board carried replacement-cost insurance on the previous structure, Gunderson said. The insurance paid approximately \$170,000. That will cover a majority of the new building's cost, which are estimated at more than \$300,000. The remainder will be borrowed from a consortium of local banks. "We're basically paying the difference," Gunderson said.

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

The Annual NFSA-WI Summer Meeting, Seminar and Golf Outing has been set for July 18, 2007. The meeting and seminar will again be held at the Clarion in Madison with golf scheduled for Oregon, WI. **Buddy Dewar, NFSA Director of Regional Operations** will be presenting a NFSA seminar addressing business issues. 1.5-hour contractor CEU's will be given. Notices will be out in early June. Contact me at (262) 245-5255 or [dannfsa@aol.com](mailto:dannfsa@aol.com).

### **19<sup>th</sup> BCGI is Scheduled**

Invites will be out soon for the **19th Annual Burn Center Golf Invitational**. Scheduled for August 27<sup>th</sup>, the invitational will be played for the 15<sup>th</sup> 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 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](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 Spring 2007

June 12

Changes to the Pump Requirements

Kenneth E. Isman, P.E.

The topics for the “**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.

June 21

Tort Reform

Dominic Kasmauskas

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](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**

**The Wisconsin Chapter of the NFSA is co-sponsoring One-Day Inspection, Testing & Maintenance of Water Based Fire Protection Systems and One-Day Pumps for Fire Protection seminars June 14-15, 2007 respectively at the *Sprinkler Fitters Local 183 Union Hall at in Menomonee Falls*. Contact Kathy Meulemans at (262) 376-0270 for information and registration. Get Wisconsin CEU's for attending.**

**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 1045 W. Lies 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](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 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.

**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.*