



Daniel J. Gengler
Regional Manager

PO Box 280
Williams Bay, WI 53191

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

Email:
gengler@nfsa.org

October 2007

NFSA Taking Leap to Change Image

The National Fire Sprinkler Association is making a mark as the industry's representative by offering even more services to its membership and outreach to the public at-large. Late 2006, the NFSA hired the public relations firm, R&J Public Relations.

Their task is to work on improving NFSA image and to provide Media training for staff. The mission was to review and act on the Core Objectives of the NFSA Strategic Plan. These include:

- Defense of current markets, Creation of new markets,
- Promoting the recognition of fire sprinklers for life safety and
- Promoting the recognition of fire sprinklers in community planning.

Be watching as the NFSA steps up even more to educate the code developers and our unknowing public on fire sprinkler protection, especially with residential construction.

Residential Fire Sprinklers

From Publisher and Editorial Director of Contractor Magazine, Bob Miodonski

The resistance from builders to having sprinklers installed in their new homes is softening. Unfortunately, this is happening at the same time as the residential new construction market is slumping, so the growth of sprinklers in homes has hit a bump.

University of Nebraska Approves Fire Sprinkler Policy

The University of Nebraska Board of Regents has approved a policy that will require fire sprinklers not just in residence halls, but also university sanctioned fraternity and sorority houses within the next decade.

The decision was prompted by a fire in a fraternity house last year near the Nebraska Wesleyan University campus that killed a 19-year-old student.

Home Fire Sprinkler Coalition Launches

The Home Fire Sprinkler Coalition has launched a new interactive website called Sprinkler Smarts. Targeted toward children, Sprinkler Smarts is an animated web site offering interactive games for children while also providing teaching materials to help public educators, teachers, and parents educate children.

Fire safety officials can use worksheets offered on the website as well as other downloadable material in collaboration with the presentations and games.

These materials help children understand fire safety and prevention as well as identify fire sprinklers and their benefits through an entertaining form of education. To get the materials on line go to www.homefiresprinkler.org and for the Safety Smart Game go to, www.sprinklersmarts.org.

2007 Fire Sprinkler Incentive Act Needs All to Do Something! Write Your U.S. Senator and Congressmen

The *Fire Sprinkler Incentive Act of 2007* has had very little legislative support for public sponsorship this past month. The bill creates tax incentives for property owners to retrofit buildings with automatic fire sprinkler systems. Similar legislation was introduced in the 108th and 109th Congresses where it garnered over 140 cosponsors each time. As of mid August only 58 Congressmen and 12 Senators have signed onto the monumental legislation. The bill is identified as HR 1742. Earlier this year an equivalent bill identified as S 582.

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

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

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

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

REGIONAL REPORT

North Central Edition



Senate

[Norm Coleman](#), Minnesota

[Amy Klubuchar](#), Minnesota

[Russell D. Feingold](#), Wisconsin

[Heb Kohl](#), Wisconsin

House of Representatives – *Sponsors recorded in red italics*

Minnesota

[Bachmann, Michele](#), Minnesota, 6th

[Kline, John](#), Minnesota, 2nd

[Oberstar, James L.](#), Minnesota, 8th

[Ramstad, Jim](#), Minnesota, 3rd

[Ellison, Keith](#), Minnesota, 5th

[McCollum, Betty](#), Minnesota, 4th

[Peterson, Collin C.](#), Minnesota, 7th

[Walz, Timothy J.](#), 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>

Sprinkler Saves: More Proof the Concept Should Catch On!

La Crosse Experiences Major Save

From frequent save column provider La Crosse Division Chief of Inspection Jeffery L Brohmer

“We had another sprinkler save in the City. It took 110 heads to keep the building viable but needless to say, they got a good floor washing.”

“On August 13, 2007 at 1052 hours, the La Crosse Fire Department was dispatched to Badger Corrugating, 944 Green Bay Street, for a reported fire in the building. Badger Corrugating is a wholesale supplier of building materials and pre-finished wood products. The fire occurred in the building where the majority of the wood products are pre-finished. When the fire department arrived, heavy smoke was coming from every opening in the structure.”

“An interior attack of the fire was initiated and the fire sprinkler system was supplemented. A small amount of fire was extinguished by firefighters using a handline. During the course of the fire, 110 sprinkler heads fused due to the large amount of heat that was being generated in the spray booth. Without the operation of the fire sprinkler system, the building would have been totally destroyed.”

“After drying things out and cleaning up the fire debris, the building will be back in service within a week. Other than some heavy heat damage at the entrance to the booth and some smoke damage throughout the building, there was really no significant fire damage in the building. The cause of the fire was from a static spark that ignited combustibles in the spray booth.”

Kenosha has Sprinkler Save in Elderly Apartment Building

An elderly man was treated for smoke inhalation after his apartment caught fire when he was cooking food at the Glenwood Apartments in Kenosha on August 21, 2007.

Kenosha Fire Department Battalion Chief Matthew Haerter said his crew initially responded when a supervisory alarm had activated from the building. He said, “When we got to the building, we saw light smoke coming from a first floor patio door with a resident being assisted out of the apartment by other residents. When we saw that a resident was injured, the alarm was upgraded to a full assignment.”

The man was treated by paramedics and taken to a local hospital.

Because the apartments had a sprinkler system, the fire was quickly doused, but water damage affected six apartments. “When a fire occurs and there are sprinklers, it usually means the injuries and damage are minor,” Haerter said. “If there hadn’t been a sprinkler system, there very well could have been a fire death and significant damage.”

The damage was estimated at \$40,000.

REGIONAL REPORT

North Central Edition



Black River Falls Sprinkler System Saves Plant

Black River Falls Fire Department Fire Chief Steve Schreiber sent this report in.

At 07:05 on August 17, 2007, the Black River Falls Fire Department was paged and responded to 915 Red Iron Road to the Cummins Filtration plant in the cities industrial park for a fire alarm. The Jackson County Dispatch Center advised a fire was burning in a paint spray booth in the plant.

Upon arrival at the 1995 constructed, 99,000 square foot manufacturing building all employees had been evacuated from the building. The building fire sprinkler system had activated and was flowing water. The plant was also filled with smoke. The plants Safety Coordinator advised the Department that several fire extinguishers had been used on the fire and it appeared that the fire was out.

An attack crew of firefighters in full protective gear and self contained breathing apparatus did enter the building with a charged 1.75" hose line. No open flames were found by the crew. The Department's 65' aerial was used to put firefighters on the roof of the plant to check for fire extension into the roof area as well as the exhaust stack for the spray booth. There was not fire extension found.

The spray booth appears to be a total loss at this time which is estimated to be in the neighborhood of \$180,000. The value of the building and contents is estimated to be 36.9 million.

A total of five (5) sprinkler heads activated to contain this fire. Chief Schreiber stated, "If the building had not had fire sprinkler protection the building would have most likely been a total loss. The fire sprinkler system did its job!" The plant closed for clean up and opened three days later. The cause of the spray booth was under investigation.

Green Bay Experiences Another Sprinkler Save

On Wednesday we responded to a call at the WPS Pulliam Plant. On arrival we found an active transformer fire. A large transformer containing about one hundred gallons of oil shorted out and the insulators exploded on the top. This caused oil to escape from the bushing on the top and burn. The sprinkler system surrounding the body of the transformer was activated and cooled the transformer. As the transformer cooled the fire subsided. The new thermal imaging camera worked well to determine the temperature of the transformer. Another " Save" for sprinkler systems.

Sprinkler Saves – We need this info to help promote the industry

Contact me **A.S.A.P.** at (262) 245-5255 or e-mail: dannfsa@aol.com if you have information regarding a Major Fire or Sprinkler Save. A major fire is defined as "one where there is extensive property loss, multiple death or injury to citizens or firefighters, or any other significant circumstances regarding fire sprinkler protection or lack thereof." Sprinkler Saves will help inform others that the systems do work and will provide life and property saving values.



NATIONAL
FIRE
SPRINKLER
ASSOCIATION, INC.

REGIONAL REPORT

North Central Edition

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 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 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, 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

42.7 percent of all statistics are made up on the spot.

99 percent of lawyers give the rest a bad name.

Remember, half the people you know are below average

Eagles may soar, but weasels don't get sucked into jet engines.

Support bacteria. They're the only culture some people have

Need an Ordinance? Check this Process

If you are looking for the prototype ordinance, go to the web. Start by entering this: www.municode.com. The click "online library", pick state then pick a community you know has ordinances that favor sprinkler protection. For a quick look at some also go to the Northern Illinois Fire Sprinkler Advisory Board site at: www.firesprinklerassoc.org and go to the Square Foot Upgrades by Town button.

NFSA Academy Trains You at Your Desk

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

REGIONAL REPORT

North Central Edition



MINNESOTA: www.nfsamn.org

Minnesota Chapter Continues Work with Fire Service on 2008 Forum

The NFSA-MN Chapter continues to formulate projects to help Authorities Having Jurisdiction and contractors find common ground on local ordinances and municipal polices when it comes to design and installation of fire sprinkler systems. The session will be scheduled for March to address these issues that can make the process for installing fire sprinkler protection a commitment by the parties ensuring reliable systems being installed more uniformly in the region. A joint committee has been established to review the issues and to formulate an educational program complete with expert.

The Minnesota State Fire Marshal Division along with other vested parties will help ensure a successful program.

11th Annual BurnAid Golf Classic Fields Full Event and Full Enjoyment

The 11th Annual BurnAid Golf Classic held September 10, 2007 was a great event for the more than 120 golfers on a fantastic sunny day at the Dellwood Hills Country Club. The annual outing is co-hosted by the NFSA-Minnesota Chapter, Regions Hospital Foundation and is in cooperation with the Minnesota State Fire Marshal Division. Golfers were challenged but there were some excellent scores turned into the pro shop. Teams were paired in six-sums that made for some entertaining golf shots. Great daytime camaraderie led to an evening of storytelling, tasteful dinner, silent and verbal auctions.

A highlight to the evening event was a presentation by burn survivor John N. Maakestad. John gave a compelling account of his burn injuries and painful recovery at Regions Burn Unit. He praised his nurses and doctors for their empathic and passionate care. He stated that their dedication to duty and ability to encourage helped him survive.

The annual fundraiser gave participants memories of golf and good times but also left all knowing they helped a great cause, the Regions Hospital Burn Unit in St. Paul. Monies generated will benefit many children and families for those who for unwanted seconds suffer the pain of burns. The evening closed with a check presentation for \$42,000 making the eleven year total nearly \$550,000. Many thanks and kudos go to the Golf Steering Committee



WISCONSIN: www.nfsawi.org

Commerce Building Code Revision for Wisconsin Building Code

On August 21, 2007, the Wisconsin State Assembly Housing Committee held a public hearing on the proposed rule by the Dept. of Commerce to adopt the 2006 International Building Code (IBC). The public testimony lasted more than 4 hours and at least 20 different fire departments were in attendance to show their support, along with the WI Alliance for Fire Safety, Jeff Jordan (a young burn survivor) and his mother Tina, and Commerce Secretary Mary Burke. Of course numerous builders testified in opposition, but it was a solid effort by fire service.

The Department also held a side-by-side burn demonstration in coordination with the City of Madison fire department prior to the hearing. At least three members of the committee were present, along with a few TV stations in Madison. Thank you to Ahern, Bob Cannon, Dan Gengler and anyone else who was instrumental in helping prepare and setup the demo.

Ultimately, after much debate, a motion was made by a committee member to remove the fire sprinkler language from the code package and send it to the Joint Committee for Review of Administrative Rules (JCRAR) for further consideration. That motion was approved 5-2. What that means is that the rest of the code package will be adopted within the next month or so, while the fire sprinkler portion (which, as you know, proposes fire sprinklers in all newly constructed multifamily dwellings) will be sent to JCRAR for another vote. This committee has equal numbers of Republicans and Democrats and a tie vote would be in our favor.

This is what our efforts predicted would happen and exactly what the industry had planned for. Our lobby had met with every JCRAR committee member, but will be setting up discussions with them again. A coalition of fire service and industry members has been working diligently to get the sprinkler portion of the package moving to passage. The JCRAR has already asked for a sixty day extension giving our group more time to put together a winning formula.



RM Dan Gengler gets help from the famous Klements Sausages with a side-by-side burn demonstration at the Firefighters Combat Challenge in Greenfield. Minutes later, it wasn't such a happy sight!

REGIONAL REPORT

North Central Edition



BCGI Registers Masters Results

The Grand Geneva Resort and Spa hosted the 19th Annual Burn Center Golf Invitational (BCGI) in Lake Geneva on August 27, 2007. One hundred sixty-five golfers waited more than two hours in the monsoon type conditions. After the rain subsided, the entire group got into their canoes and paddled through nine holes of beautiful challenging golf on the championship Brute and Highland courses.

Sponsored by the Wisconsin Alliance for Fire Safety (WAFS), a non profit organization with the mission to promote fire and burn safety, the BCGI is also presented by the Midwest Fire Sprinkler Industries and the Milwaukee Fire Department. Profits raised by the invitational benefit Columbia St. Mary's Burn Unit, its Burn Prevention Education Program, the George Collentine Nursing Scholarship Program, WAFS programming including the new "*Brecker Bunny Learns to be Careful: A Lesson in Fire & Burn Safety*" book for toddlers. Other WAFS programs geared for benefit are the Annual Newspapers in Education Fire Safety program and the Summer Camp for Burn Injured Youth. This fantastic outing is the parent of the WAFS.

An evening European style dinner accompanied a program highlighting Columbia St. Mary's recognition of the event generosity by Tom "Doc" Schneider, Burn Center Director and Burn Camp Counselor. Hilary Bilbrey, author of the "*Brecker*" book gave a short presentation on the cause and content of the story that each participant received. Golf and sponsor recognitions were made. Silent and verbal auctions provided entertainment for the spirited bidders resulting in another great financial benefit to the causes. The 2007 outing reached \$110,000 bringing the 19 year accumulated event to \$1,614,000.

The 20th Annual Burn Center Golf Invitational has been scheduled for August 25, 2008 and promises to another must schedule event.

NFSA News

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

[Sprinkler Pre-Op Survey-Help Us Help Protect the Integrity of the Industry-Help Us Help the Industry Contractor's Forum Email Program Helpful for NFSA Members](#)

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

[Inspection and Testing Certification Review Seminar](#)

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



REGIONAL REPORT

North Central Edition

NFSA Online Interactive Seminars Schedule - ***Get Wisconsin CEU's

The 2007 On-line Technical Seminars have been scheduled. All seminars are conducted by NFSA staff or consultants on Tuesdays and will start promptly at 10:30 A.M. Eastern Time and run approximately 1.5-hours. Seminar topics are designed to different levels of understanding, Basic (B), Intermediate (I) and Advanced (A) levels. There are several seminars that cross two levels.

NFSA Member Cost: \$125.00* per seminar per computer

Non-member Cost: \$250.00* per seminar per computer

Members Participation Verification w/Certification: \$25.00

Members Participation Verification w/Certification: \$50.00

Technical Tuesday Schedule for Summer/Fall 2007

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

October 9	Special Considerations for Dry Systems (I)	Cecil Bilbo Jr.
October 23	Flammable & Combustible Liquids – Part 2 (I)	Victoria Valentine, P.E.
November 6	Spec Buildings (I)	Ken Isman, P.E.
November 20	NFPA 25 – 2007 Update (B/I)	Russell Fleming, P.E.
December 11	Special Storage Sprinkler Systems (I/A)	Cecil Bilbo Jr.

The topics for the 2007 “BUSINESS THURSDAY” Seminars have been specifically selected to help the fire sprinkler contractor deal with current problem areas in the business environment. The instructors bring varied backgrounds relevant to the subjects they will be teaching.

October 18	Recruiting and Retaining Employees	Buddy Dewar
November 15	Tort Reform	Dom Kasmauskas
December 20	Working with your AHJ	Bob Kleinheinz

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. **TNFSA 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 or 845-878-4200 x133.**

REGIONAL REPORT

North Central Edition



You can attend a NFSA Seminar without traveling to a classroom. For more information and to view a demonstration, visit our Website at www.nfsa.org, or call Dawn at (845) 8784200 x 133. Check these on-line programs:

SIX WEEK ON-LINE PROGRAMMING:

NEW HYDRAULICS FOR FIRE PROTECTION SYSTEMS,

PUMPS FOR FIRE PROTECTION

RESIDENTIAL SPRINKLERS HOMES TO HIGH-RISE

INSPECTION, TESTING & MAINTENANCE OF WATER BASED FIRE PROTECTION SYSTEMS

NFSA North Central Regional In-Class Seminars

Your Regional Manager is looking to schedule more 2007 programming. Contact Dan Gengler (262) 245-5255 or dannfsa@aol.com for information or registration. Check the NFSA web site to register and to link to our other regions for seminars that may fit your educational needs.

Contact Mike Repko, NFSA @ (845) 878-4200 ext. 120 for information or registration for any NFSA training program. Check the NFSA web site, www.nfsa.org, to register and to link to our other regions for seminars that may fit your educational needs.

Special Discounts:

Register 5 Attendees for One Class; get a 6th Free for that Same Class.

Non-Member Fire & Building Officials:

When a building or a fire official wants to take an NFSA "full-day in-class" seminar, they can get a special discount package that pays for the seminar and also gives them a one-year membership in the NFSA. The regular seminar fee is \$99.00 dollars and the regular one-year subscriber membership is \$85.00 dollars. That totals \$184.00 but when you join the NFSA as a subscriber member when you register for the NFSA seminar, you only pay a combined fee of \$149.00 dollars which saves you \$35.00 dollars on the total package.

Just make sure you check-off the "F&B" box with red pricing on the seminar registration form.

By becoming a member and taking an NFSA seminar all at the same time, you're getting valuable industry information both ways.

NFSA Honor Role

HIMEC, Inc
Rochester, MN
(10/20/69) 38 years

Hooper Corporation
Madison, Wisconsin
(10/03/05) 2 years

Thanks for your industry support!

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.