



National Market Conditions

Survey Responses

ALSO

AFSA44 Recap



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~ ON THE COVER ~

NATIONAL MARKET CONDITIONS

12 National Market Conditions 2025 Survey Responses

REPORT

14 AFSA44 Hits Every Mark in the Nation's Capital

By Clarissa Rios



Cover photo courtesy of AFSA. National Market Conditions Survey responses kick off on page 12, with the AFSA44 Report rolling in on page 14. And don't miss page 25 – where FPC magazine sends a Merry Christmas wish straight to you and yours!

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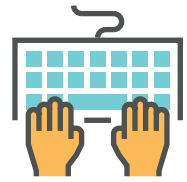
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How Did You Do It? *Back in the day...*

My father told me once about his system of management for getting jobs done. It included three or four different tables, or desks, for each part of the job: one for Sales Estimating, one for Design, one for Stocklisting and Fabrication, and one for Installation, with follow-up on inspection and punch listing. And, he added, of course the job isn't done until the money is in the bank.

How did you use to do it? What else were major considerations? How is it different now?

When I worked in carpentry in the early 80s in the Vail valley of Colorado building condos and custom-homes, I worked under one team of contractors that I had always admired. One member of the team was skilled at contracts, finances, and the business end of operations. The other was a super jobsite manager, monitoring scheduling and work-flow using an old white board to track each phase, and skilled at getting all the subcontractors on site, on time, with all the needed tools and materials. He was also great at managing inspections and inspectors, knowing the *Codes* and *Standards*, and knowing what to expect.

The carpenter I worked for would have me pre-cut fire blocks and leave them out. Then, when the inspector came through and noticed, my boss would say, "Hey kid! Get a fire block in there!" and I would jump and fetch it, fidget and spin, drag a nail gun on an air hose, and install that fire block. Boss would say later, "The inspector needs to find something, and won't quit till he does find something. You got to leave him something to find, and something you can fix right then, so as to pass on that visit."

We would love to hear your stories about fire sprinkler industry happenings, experiences, anecdotes, etc.

Tell us what it was like back then, and/or what it's like now.

Drop us a line, send a text, send an e-mail, or even give us a call.

We appreciate it!

— *Brant R. Brumbeloe*

Son of Sprinkler Man
info@fpcmag.com

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Noticeably Missed at AFSA44 Event

You were noticeably missed last week in D.C. I hope you're well and that illness kept you away. We had a record crowd with just over 1,500 in attendance.

The 60 educational programs were all well attended, as were the opening and awards parties held at the Gaylord National Hotel & Convention Center. I don't think most people would have a favorite part of the week, but the weather was great, as was the food and the company. The apprenticeship competition was as close as it has ever been in terms of scoring for the seven finalists and remains a central focus of our conventions.

Bonnie's favorite part had to be spending time with me... but I'll ask her just in case I'm wrong!

— Bob Caputo, CFPS, President
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P.S.

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Premier Event – AFSA44

I was honored to have been selected to present a seminar at AFSA44: *The Last Six Feet – From the Branch Line to the Sprinkler*. This was my first time presenting and hopefully not my last.

What impressed me most: AFSA44 stands apart from all other fire protection events because the focus is 100% on the people and companies installing and maintaining fire sprinkler systems. This is the premier learning, networking, and recharging event of the year.

The highlight of the event was a chance meeting at the Saturday Closing Celebration with Christopher Redman of J.G. Tate Fire Protection Systems. Christopher had just earned 3RD place in the National Apprentice Competition.

What impressed me most was the energy, passion, and humility Christopher displayed in our conversation. Christopher's positive attitude reassured me that our industry is in good hands.

— Thomas C. Savage
Product Manager Fire Protection
ASC Engineered Solutions, Inc.

AFSA44: Great and Well Attended

I think what I liked about the event was that the 1ST and 3RD place winners were both CAFSA apprentices. I think doing some research and seeing how many CAFSA apprentices have won 1ST-3RD places over the years would be neat.

The seminar on *The History of the Fire Sprinkler Industry* was great and well attended, too.

— Alicia Karrick
Executive Director
Greater Bay Area Chapter of AFSA

.....
See more about AFSA44 on pages 14-17

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Massachusetts

Devastating Fire Displaces Hundreds of UMass Students

A story by Boston 25 News Staff posted November 9, 2025, on www.msn.com, said a state of emergency has been declared in Amherst after a devastating fire displaced hundreds of UMass students this weekend.

The town of Amherst on Saturday night asked residents to stop all non-essential water use to help conserve water after firefighters poured over one million gallons of water as the Olympia Place building burned.

The vast majority of residents in the building are UMass students, according to the University.

Amherst Town Manager Paul Bockelman says it will take several days for

the town's water levels to reach normal levels again.

Governor Maura Healey spoke out regarding the massive fire.

In a statement on Facebook, Healey said "her heart goes out" to the students and residents displaced by the fire...

The blaze was first reported at the Olympia Place apartment complex in Amherst shortly before 8:30 p.m. on Friday, with callers alerting 911 that a **building under construction** was fully engulfed in flames, according to the Amherst Fire Department.

[And, no fire sprinklers?]

Michigan

Senior Facility Had No Sprinklers in Attic

The Detroit News, www.detroitnews.com, October 27, 2025, reported: Southgate's Fire Marshal said there weren't

sprinklers in the attic or decks of a senior living facility that caught fire last weekend, and the building wasn't required to have the equipment in those areas under fire *Codes*.

A fire broke out at American House Southgate on Allen Road at about 10 p.m. Police said there were 87 residents and staff in the building at the time. All of them are accounted for, authorities said. Two people, including a firefighter, were treated for injuries.

Jeff Niemann, the Fire Marshal, said he hasn't determined where the fire started or how it got to the attic. By the time the Fire Department was called the fire had reached the attic, where there aren't sprinklers.

"Imagine spraying your hose on a fire, but the fire being above where you're spraying," he said.

Southgate Fire Chief Justin Graves also said that the fire rekindled over the weekend because the collapse of the roof

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left spaces that they couldn't get water to. Graves told *The Detroit News* that Southgate Fire Department personnel went out to the site several times to deal with "rekindles," which are small fires. One on Sunday was "a little longer" and "got bigger," he said.

Sprinkler requirements: Niemann said he believes nursing homes generally are required to have sprinklers in the attic, but senior living facilities aren't.

He said the attics in apartment buildings generally aren't required to be sprinkled. Their decks also don't need to have sprinklers.

Niemann said he would like to see attics sprinklered "where possible," and he thinks apartments' exterior decks should have sprinklers.

"You have a deck outside your apartment," he said, "and you're not supposed to smoke on it and you're not supposed to barbecue on it, but people do."

Chief Graves said when a building roof collapses, it creates "voids," or spaces that firefighters can't get water to.

"It's being shielded from the water we're spraying in, onto the fire," Graves said. He said embers are trapped in those voids.

Minnesota

Buildings with Recalled Sprinklers

An item from *The Herald News* posted September 29, 2025, on www.usatoday.com.

com, said the Fall River Fire Department said four buildings have replaced their sprinkler heads after old, recalled units were discovered.

The units were subject to a voluntary recall in 2001. Fire Chief Jeffrey Bacon said other buildings may still be using them.

Inspectors with the Fall River Fire Department (FRFD) discovered four residential buildings had been using fire sprinkler heads that were recalled due to a potential defect 24 years ago.

According to the FRFD, those four buildings have replaced the sprinkler heads, but said other buildings could still be using them across the city or the state.

The FRFD said the Consumer Product Safety Commission (CPSC) and **Central Sprinkler Co.** issued a recall of sprinkler heads that had been manufactured from the 1970s until 2001. The recall was issued July 19, 2001.

According to the CPSC, minerals and contaminants in water could corrode rubber O-ring seals in the sprinkler heads, causing them not to activate in a fire.

The FRFD said a group home, two boarding houses, and a shelter were using the recalled sprinkler heads, and that this was discovered during a routine inspection in September.

The FRFD said the property owners were unaware their sprinkler heads were subject to a recall, but acted to replace them.

It is unclear why the use of recalled sprinkler heads had gone unnoticed until

2025. Fire Chief Jeffrey Bacon said in an interview that finding them would've been the responsibility of the companies hired by the building owners to do regular fire inspections – but added that a recall of the devices isn't exactly like a vehicle recall, where each unit can be traced.

"Thirty-five million of these sprinkler heads were produced," Bacon said. "They don't have serial numbers on them. They're not tied to anybody in particular. The manufacturer doesn't even know where they go – they sell them to distributors."

Bacon in a statement said that the owners are now in full compliance, but the next step is to identify where else these sprinkler heads may still be used. He encouraged building owners with sprinkler systems to check and verify that their system does not use recalled sprinkler heads.

"There's clearly something here missing in the equation. My goal is to try to put a spotlight on it and see what needs to happen to make sure that all of these get discovered and we don't have any more issues with them," Bacon said. "Most of these sprinkler heads are 20-year heads, so they shouldn't be up there anyway."

The issue comes nearly three months after the deadly fire at Gabriel House assisted living facility on Oliver Street, in which about 70 elderly and disabled residents were trapped by a late-night fire. Ten people died and about 30 people

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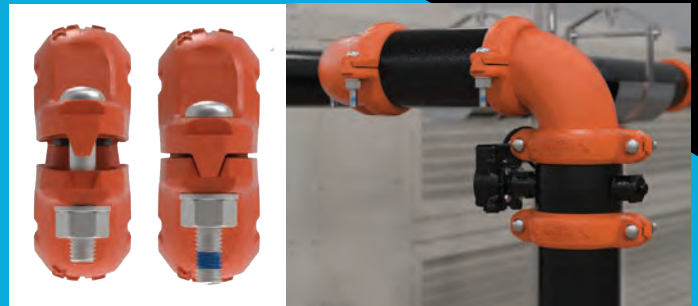
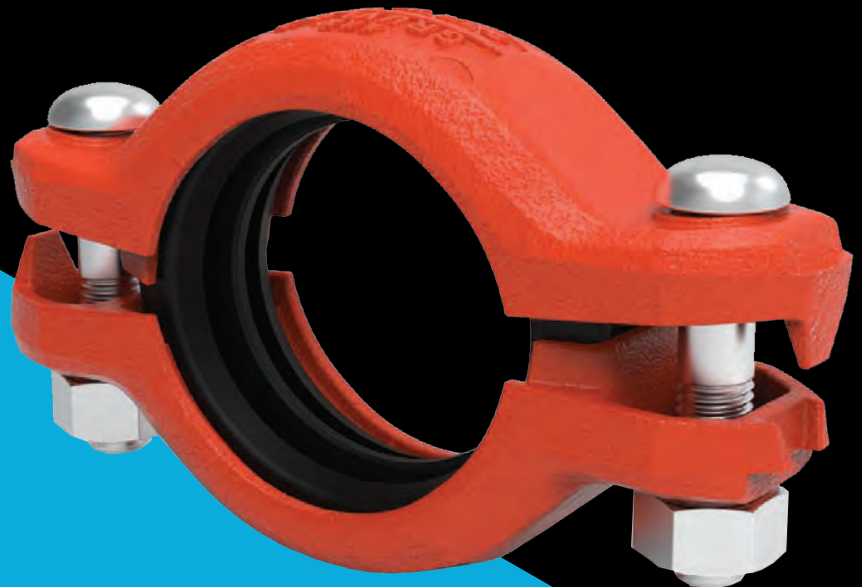
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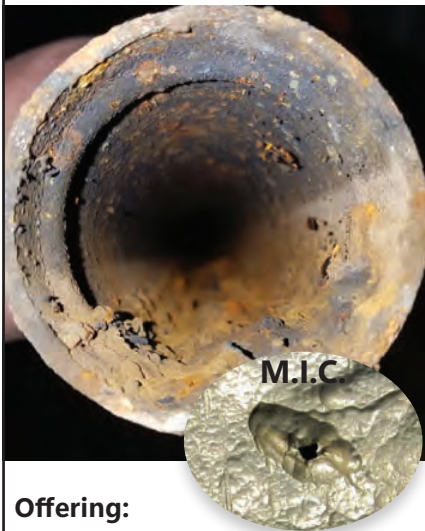
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were injured in the blaze.

Building owner Dennis Etzkorn said at the time that his sprinkler system had been inspected and deemed operational about a week before the fire. However, several survivors of the fire have claimed the fire suppression sprinklers were not working, including many who have filed civil lawsuits against Etzkorn and Gabriel House.

Wisconsin

Chief Calls for More Sprinkler Systems After Fatal Fire

Milwaukee Fire Chief Aaron Lipski is advocating for the installation of sprinkler systems in older buildings after a fire near First and Layton resulted in one death and two injuries. This according to a November 8, 2025, item on www.wisn.com.

“It has no sprinkler system whatsoever,” Lipski said. “If we had a sprinkler, it would have stopped it right in place, but we don’t get to enjoy that here.”

The Fire Chief’s call for action follows a previous incident on Mother’s Day at the Highland Court Apartments, where a fire killed five people and displaced more than 100 residents.

“We have got to work out a solution. I don’t think anyone is blind to the fact that there is a cost in this, but there is a far greater cost to not doing it,” Lipski said.

State law currently does not require buildings constructed before 1974 to have sprinklers, but Lipski is urging landlords to install them and hopes the latest deadly fire serves as a reminder of the stakes involved.

“There are ways folks can help. They can start to contact their elected officials, they can start to ask, when they are renting a place, **‘Does this building have sprinklers?’** Make the inquiry. This is no longer a conjecture or hypothesis; it’s happening here right now,” Lipski said.

A newly proposed bill would allow city leaders to create their own fire safety ordinances for residential buildings, and another bill would set aside \$10 million in grants to help landlords across the state implement fire safety upgrades.

Scotland

Fire Sprinklers to be Required for Historic Hotel Conversions

A November 5, 2025, item on www.projectscot.com, said sprinklers are to become a mandatory requirement for traditional buildings that are newly converted into hotels in Scotland if new laws are passed, the Scottish Government has announced.

The news comes following recommendations from the fatal accident inquiry into the Cameron House Hotel fire in December 2017, which caused the deaths of Simon Midgley and Richard Dyson.

Scottish Government Housing Secretary Màiri McAllan confirmed that the changes would be known as *‘Simon and Richard’s Law’* to honor the victims of the fire.

Secondary legislation has been laid in the Scottish Parliament to fully implement recommendation four of the Cameron House Fatal Accident Inquiry. These changes to the law will extend the scope of installing sprinklers to include traditional buildings converted to hotel use. The ban on combustible external wall cladding systems will also be extended to include hotels, guest houses, hostels, and boarding houses.

The changes will come into force on April 6, 2026, if approved by the Scottish Parliament.

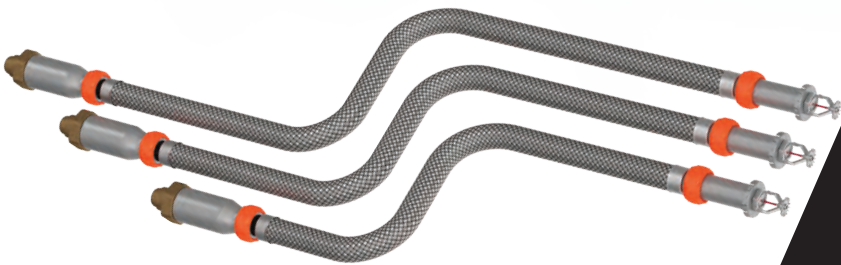
Ms. McAllan said, “The deaths of Simon Midgley and Richard Dyson in 2017 at Cameron House Hotel were a truly awful tragedy. The Minister for Victims and Community Safety Siobhian Brown and I met with Jane Midgley last week to discuss these changes. I want to pay tribute to the Dyson and Midgley families and the strength of Ms. Midgley for her tireless campaigning over the last few years to improve the laws that govern fire safety in Scotland.

“The fatal accident inquiry into their deaths made a number of recommendations, including for the Scottish Government to introduce a requirement for sprinklers to be installed when historic buildings are converted to hotels. *Simon and Richard’s Law* will ensure that any future conversions of historic buildings in Scotland into hotels will be required to have sprinklers installed.”





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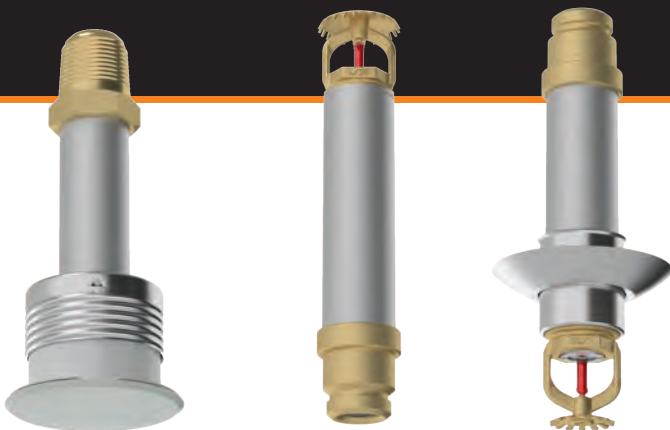


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National Market Conditions

Every year, FPC magazine surveys industry professionals nationwide to track market shifts, spotlight growth trends, and surface real-world challenges. Your participation fuels the data – and the industry. The more voices we hear, the sharper the insight. This year shows how some things remain a constant while others continually shift.

2025 Survey Responses

1. How is business? What is the outlook for your business for the next six months?

Very busy.

2. What is the main type of work going on in your region?

Warehouses, manufacturing, apartment buildings, hospital and nursing home upgrades.

3. What is the biggest problem you are facing in the industry today?

Labor force.

4. When do you expect to see significant market improvement?

We've already experienced market improvement.

5. What challenges would you like to see fire sprinkler Associations address?

More public awareness of the value fire sprinklers in relation to saving lives (including firemen) and businesses (jobs).

6. Other comments:

Our favorite part of FPC magazine is the Success Stories!

— Anonymous
Fire Sprinkler Contractor
Northeast U.S.A.

“Warehouses, manufacturing, apartment buildings, hospital and nursing home upgrades.”

1. How is business? What is the outlook for your business for the next six months?

We are expecting to end the year with a 10% year over year growth.

3. What is the biggest problem you are facing in the industry today?

The difficulty in finding qualified technicians.

4. When do you expect to see significant market improvement?

When tariffs decrease and the price of goods come down accordingly.

— Anonymous
Fire Sprinkler Contractor
East Coast U.S.A.

Send your Thoughts and Reactions to:
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1. How is business? What is the outlook for your business for the next six months?

Growth.

2. What is the main type of work going on in your region?

Service and inspections.

3. What is the biggest problem you are facing in the industry today?

Manpower.

4. When do you expect to see significant market improvement?

Spring 2026.

5. What challenges would you like to see fire sprinkler Associations address?

AHJ enforcement of deficiency correction.

— Anonymous
Fire Sprinkler Contractor
Southeast U.S.A.

“When tariffs decrease and the price of goods come down accordingly.”

1. How is business? What is the outlook for your business for the next six months?

Good – plan on 20% growth.

2. What is the main type of work going on in your region?

Commercial.

4. When do you expect to see significant market improvement?

Two years.

— John King

Automatic Fire Controls

Baton Rouge, LA

1. How is business? What is the outlook for your business for the next six months?

Busy.

2. What is the main type of work going on in your region?

Mixed-use buildings.

3. What is the biggest problem you are facing in the industry today?

Labor shortage.

4. When do you expect to see significant market improvement?

I don't.

5. What challenges would you like to see fire sprinkler Associations address?

Training and competent operators.

— Anonymous

Fire Sprinkler Contractor

Northeast U.S.A.

“Promoting engineering students to consider a career in the fire sprinkler industry.”

1. How is business? What is the outlook for your business for the next six months?

Solid with a great backlog.

2. What is the main type of work going on in your region?

Schools, hospitals, industrial.

3. What is the biggest problem you are facing in the industry today?

Designer shortage.

5. What challenges would you like to see fire sprinkler Associations address?

Promoting engineering students to consider a career in the fire sprinkler industry.

— Anonymous

Fire Sprinkler Contractor

Southeast U.S.A.

“Labor force.”

“The difficulty finding qualified technicians.”

“Designer shortage.”

Census Bureau-Designated Regions and Divisions

The U.S. Census Bureau splits the country into four regions with nine divisions for data collection: the Northeast, the Midwest, the South, and the West.

A common way of referring to regions in the United States is grouping them into five regions according to their geographic position on the continent: the Northeast, Southwest, West, Southeast, and Midwest

The U.S. can be divided into six regions: New England, the Mid-Atlantic, the South, the Midwest, the Southwest, and the West.

The U.S. can also be split into seven regions: the Northwest, the Southwest, the Midwest, the South, the Great Lakes, the Southwest, and the New England.

The Census Bureau's four regions can be split into nine divisions: New England, the Mid-Atlantic states, the East North Central states, the West North Central states, the South Atlantic states, the East South Central states, the West South Central states, the Mountain states, and the Pacific states.



AFSA44 Hits Every Mark in the Nation's Capital!

*AFSA Celebrates Convention, Exhibition, and
Apprentice Competition in Washington, D.C.*

By Clarissa Rios, AFSA Communications Coordinator

Washington, D.C., set the stage for AFSA44, the American Fire Sprinkler Association's (AFSA) annual Convention, Exhibition, and Apprentice Competition, on October 15-18. It drew over 1,500 fire sprinkler contractors, manufacturers, suppliers, architects, designers, facility managers, and Authorities Having Jurisdiction (AHJs) to the Gaylord National Resort & Convention Center for four days of networking, education, and fun!

Attendees had the opportunity to participate in 64 seminars and explore a sold-out exhibit hall featuring 108 exhibitors who promoted the latest technology and products in the industry. AFSA also offered AHJs a free morning of seminars and a chance to explore the industry's largest exhibition.

"AFSA44 was another fantastic success, with a record turnout at every level of participation," comments AFSA President Bob Caputo. "I cannot express my gratitude enough to our members, associates, and staff, whose hard work and dedication continue to make the AFSA annual conference the premier event in our industry. From the volunteers who represent our regional Chapters to the speakers who presented over 60 tech-

nical sessions, and everything in between, this convention was fun and exciting from start to finish. We look forward to seeing everyone next year in San Antonio. Bring your boots and hats for another great event at the JW Marriott and the Knibbe Ranch."

During the General Session, AFSA Chair of the Board Linda Biernacki, President, Fire Tech Systems, Inc., Shreveport, Louisiana, presented the 2025 Henry S. Parmelee Award to Martin Workman, Senior Vice President of Product Development for the Viking Corporation Inc., for his dedication to education, training, and development of fire protection *Standards*.

Two additional notable honors were presented at the event. Mac Beaton, Director of Career and Technical Education (CTE) for Henrico County Public Schools in Virginia, received the 2025 Fire Sprinkler Advocate of the Year award in recognition of his outstanding efforts to educate the next generation about the fire protection industry and raise public awareness of fire sprinklers. Madison Wolf, Regional Sales Manager at Vic-taulic, was named the 2025 Joe Heinrich Young Professional of the Year for her commitment to empowering the next gen-



*The MS Council, AFSA's Council of Manufacturers and Suppliers,
at AFSA 44 in Washington, D.C., October 2025.*

eration and supporting future professionals. Attendees heard inspiring award speeches and joined in celebrating the seven finalists competing in the 32ND National Apprentice Competition.

During the annual Awards Party, the winners of the Apprentice Competition were announced. Raul Larios, Hiller Companies, CA, won first place and \$10,000; Leona Ball, Piper Fire Protection, FL, won second place and \$7,500; and Christopher Redman, J.G. Tate Fire Protection Systems, CA, placed third and won \$5,000. Honorable mentions and \$2,500 were awarded to Stephen Dolan, Rieve Fire Protection, CT; Corbin Rogers, Rapid Fire Protection, Inc., SD; Kyle Strickland, Marmic Fire & Safety, AR; and David Walenczewicz, Impact Fire Services, CT. All competition winners received a commemorative award and tools.

“AFSA44 was truly inspiring! Seeing so many passionate professionals come together reminded me why I love this industry. The energy, the conversations, and the shared commitment to fire safety made this event unforgettable,” comments Biernacki. “Our convention committee, led by Jay Strickland, along with the AFSA staff, did an outstanding job making everything feel seamless. I’m already looking forward to AFSA45 and continuing this momentum!”

To see more photos of this year’s event visit AFSA’s Flickr page: [Flickr.com/AFSA](https://www.flickr.com/photos/afsa/).

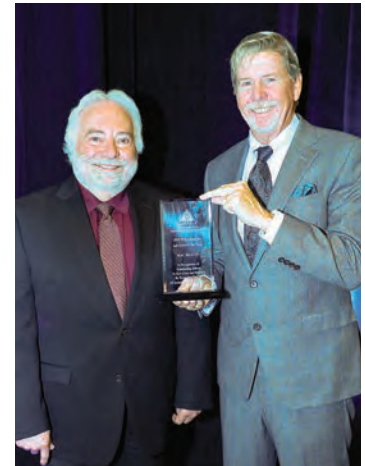


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Mark Your Calendars!
Plans are already underway for AFSA45:
Convention, Exhibition, and Apprentice Competition,
September 27-30, 2026, at the JW Marriott San Antonio
Hill Country in San Antonio, Texas.



The Ask the Experts panel has become an event highlight. The panel includes (not in order) Kerry Bell - UL Solutions; Louis Guerrazzi, PMSFPE - Victaulic; Shaun Kramer - The Viking Corporation; Melisa Rodriguez, P.E., SET - JCI; Weston C. Baker, Jr. - FM Global; Tracey Bellamy, P.E., CFPS, CWBSP - Telgian Engineering and Consulting; George Nicola, CFPS - The Reliable Automatic Sprinkler Co. Inc.; Duane Johnson, P.E., SET - Diamondback Fire Protection, LLC; Amanda Kimball - Fire Protection Research Foundation.



Mac Beaton, Director of Career and Technical Education for Henrico County Public Schools in Virginia, received the 2025 Fire Sprinkler Advocate of the Year award.



Continued on next page>>>



During the annual Awards Party, the winners of the Apprentice Competition were announced. Raul Larios (center), Hiller Companies, CA, won first place and \$10,000; Leona Ball, Piper Fire Protection, FL, won second place and \$7,500; and Christopher Redman, J.G. Tate Fire Protection Systems, CA, placed third and won \$5,000.



AFSA44 Attendees



Henry Fontana and Albert Hernandez, VFS Fire and Security, are with AFSA's new Orange County Chapter.



AFSA44 folks at the Opening Party



Chris and Jeffrey at the Opening Party



We are not really sure what this is. :)



*Dave English and Andy Kaempfer
MS Council*



Rex Schwendimen and Brett Heinrich



AFSA's K-Factor Podcast is aired bi-weekly and offers un-filtered insights and discussions regarding everything related to the fire sprinkler industry, with in-depth analysis of Codes, Standards, and issues facing the fire sprinkler industry. It can go off the rails with Josh, Eric, and Nate, but it is always good fun.



Jack Medovich and Josh Bergen

To see more photos of this year's event visit AFSA's Flickr page: www.Flickr.com/AFSA.



Parmelee Award winner Martin Workman (center) with the "Twins" Matt and Bob

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DAVIS-ULMER SPRINKLER CO. joined APi Group Inc., 20 years ago as of September 30, 2025. At the time, Davis-Ulmer operated four branches in Western New York and had already earned a reputation for industry leadership, having expanded in 1996 to include top-tier fire suppression and alarm brands and its own Special Hazard Alarm and Detection division.

Founded in Buffalo in 1923 by Herman Ulmer and Joseph Davis, Davis-Ulmer Sprinkler Co. grew from a local sprinkler provider into a trusted leader in life safety. Under the leadership of the Ulmer family, the company steadily broadened its capabilities, diversifying into fire protection, suppression, and alarm solutions.

Guided by its mission – to be the leading single-source fire protection company in the Northeast by providing quality products and services at fair and equitable rates – Davis-Ulmer has maintained a reputation for excellence and integrity for more than 100 years.

Former Davis-Ulmer President Steve Ulmer, now Senior Vice President of Safety Service at APi Group Inc., reflects: “One of the greatest impacts APi has had on Davis-Ulmer is in leadership. The knowledge and training around leading teams and leading yourself has been invaluable. APi’s commitment to

building great leaders has paralleled our success as a company.”

“My father and grandfather could never have imagined what this would become – and we’re not done yet. The best is still to come.”

PYE-BARKER FIRE & SAFETY – the largest fully integrated and full-service fire protection, life safety, and security services provider in the United States – has acquired 12 additional fire alarm, fire sprinkler, and security companies since the beginning of 2025, complementing its previously announced acquisitions in locations across the U.S. These strategic additions reinforce the company’s position as the acquirer of choice for fire and life safety services nationwide.

Building on an impressive year of growth in 2024, Pye-Barker continues its position as a dominant force in the life safety industry. Pye-Barker’s momentum builds through its deliberate, people-first expansion strategy. The company rose to No. 4 on this year’s SDM 100 ranking of security services businesses.

In addition to A1 Sprinkler & Systems Integration, WSE Fire & Security Systems, Encore Technology Solutions, Fire Science Techniques, USA Security Services, Secure Pacific and Sonitrol Pacific, Nebraska Safety and Fire Equipment, Arrow Fire Protection, Alarm Engineering Inc., Moore Fire Protection, Extreme Fire Protection, and Fire Protection Equipment Company, the following companies and their highly skilled teams joined the Pye-Barker team in 2025: Fire Sentry Systems, Inc. – Kuna, Idaho; Average Joe’s Inc. dba Safeguard Fire Equipment Co. – Chicago, Illinois; I Am Guarded Security Systems II, LLC – Margate, Florida; Homeguard, Inc. – Fairfield, Connecticut; Black Bear Security, Inc. – Machia, Maine; First Guard Limited Liability Company – Colonia, New Jersey; WSS Integrated Technologies/Witness Security Solutions – Bloomsbury, New Jersey; K.C. Fire Systems, Inc. – Tampa Bay, Florida; Cincinnati Alarm Systems, Inc. – Blue Ash, Ohio; Butte Security – Butte, Montana; Georgetown Fire and Safety, LLC – Austin, Texas; Action Fire Extinguisher, Inc. – Helena, Montana.

“Each acquisition we make acts as a building block for our continued growth,” said Bart Proctor, CEO of Pye-Barker. “Every company – and more importantly, every team member at those companies – adds value to our business, allowing us to expand our service offerings for customers to better serve their life safety needs. Thought and care is put into every acquisition decision to ensure we’re choosing values-aligned organizations, and we’re proud to be the acquirer of choice because of the way we treat our team and preserve legacies.”

About Pye-Barker Fire & Safety: The U.S. leader in fully integrated life safety systems, Pye-Barker Fire & Safety provides complete fire protection and security systems nationwide. With over 250 locations and 8,000 team members, Pye-Barker ranks No. 849 on the Inc. 5000 and No. 4 on the SDM 100.

For more information visit: www.pyebarkerfs.com. □



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AFSA Orange County/Inland Empire Chapter – Inaugural Lunch Meeting

The American Fire Sprinkler Association (AFSA) Orange County/Inland Empire Chapter is proud to announce its inaugural meeting and luncheon on Wednesday, January 21, 2026, at North Net Training Center, located at 2400 E Orangewood Ave., Anaheim, California.

This kickoff event marks an exciting milestone for the fire protection commu-

nity in Southern California. It will bring together contractors, manufacturers, suppliers, and industry professionals from across the region for a day of networking, education, and collaboration as we officially launch this new AFSA chapter.

Attendees will enjoy a lunch presentation from an industry-leading speaker, along with updates on upcoming Chapter initiatives and opportunities to connect with peers from throughout Orange County and the Inland Empire.

We're also honored to feature the nation's top fire sprinkler apprentice – a proud Chapter member and Orange County resident – fresh off his first-place finish in this year's AFSA National Apprentice Competition. His achievement is a testament to the strength and skill of our local workforce.

Join us for great food, great company, and the beginning of something special for fire protection professionals across Southern California.

Event Details:

- Date: Wednesday, January 21, 2026
- Time: 10:30 a.m. – 2:00 p.m.
- Location: North Net Training Center, 2400 E Orangewood Ave., Anaheim, California

- Includes: Lunch, networking, and educational presentation

Whether you're a contractor, designer, fitter, vendor, or supplier, this is your chance to connect, collaborate, and help shape the direction of the new AFSA Orange County/Inland Empire Chapter. Be part of our first gathering, where local pride meets national excellence.

For more information contact: Henry Fontana, henry.fontana@vfsfire.com.

Fire Sprinkler Contractors Assn. - Southern California

The Fire Sprinkler Contractors Association (FSCA) is Southern California's longest standing and most prestigious fire sprinkler contractor Association.

They usually hold their Charity golf event in October. Look for more details later this year.

The FSCA was born out of a goal to continue their history, their goodwill, and their honor. It has continued to reinforce the credibility of the Southern California fire sprinkler industry through familiarity and fellowship, and remains energized to support their members, enhance their efforts, and promote our common good.

The FSCA is committed to annual fundraising and donating to burn centers, local hospitals, veterans' organizations, and other fire-related charities.

Founded in 1942, this organization has over 150 company members, and has always included union and non-union members. The Association is *Fire Protection Contractor* magazine's 2017 Organization of the Year.

The FSCA is a registered non-profit 501(c)(6).

For more information contact: Fire Sprinkler Contractors Association - Southern California, (626) 673-5345, chad@lindleyfire.com, www.firesprinklercontractorsassociation.com.

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Promotion

Virtual Side-By-Side Fire Sprinkler Demonstration

The Washington Surveying and Rating Bureau (WSRB), an NFSA member, recently hosted fellow independent rating bureaus for a gathering in Tukwila, Washington. Representatives from Idaho, Mississippi, and Louisiana joined WSRB to exchange best practices and new ideas for serving the insurance industry.

A key point of discussion was the proven effectiveness of automatic fire sprinkler systems to reduce property losses. As part of the meeting, attendees watched a virtual side-by-side fire sprinkler demonstration using the Home Fire Sprinkler Coalition's virtual reality goggles. The demo, produced with assistance from the NFSA, was a valuable tool for educating and promoting the benefits of fire sprinklers.

— *Suzanne Mayr*
Regional Manager, Northwest
National Fire Sprinkler Association
<https://nfsa.org>



Fire Prevention Week Activity

Olympia Fire Department hosted a side-by-side fire sprinkler demonstration during Fire Prevention Week with the Puget Sound demonstration trailer. Olympia Fire Marshal and NFSA member Randy Haines spoke to the effectiveness of fire sprinklers, highlighting the fact that the City of Olympia has required fire sprinklers in all new homes since 2014.

— *Suzanne Mayr*
Regional Manager, Northwest
National Fire Sprinkler Association
<https://nfsa.org>



Fire Sprinkler Demo

Team NFA had a great fire sprinkler demo during Fire Prevention Week in Arlington, Washington – a city that is trying to pass a sprinkler ordinance. We were thrilled to have all the City Council members in attendance, plus Fire Chiefs/Fire Marshals from several neighboring jurisdictions that want to follow suit once Arlington passes its resolution. Several Fire Commissioners from area fire districts also attended (several have day jobs as contractors/realtors). The local Fire Marshal and Fire Chief did an excellent job emphasizing the value of fire sprinklers!

— Joanne Genadio
 Marketing and NFSM Manager
 National Fire Sprinkler Association
<https://nfsa.org>

During Fire Prevention Week

During Fire Prevention Week, NFA's Patrick Haney was invited to speak at the South Adams County Fire Department Community Safety Day. Patrick and Fire Marshal Jay Willmott used the Fire Department's burn trailer to show how quick and effective fire sprinklers can be during a kitchen fire.

This was a crucial event as Commerce City (located in South Adams County, Colorado) was looking to repeal residential sprinklers on the 20th of October. Our hope with the demonstration was to inspire community members to reach out to the City Council in Commerce City and request voting to keep residential sprinklers in their city.

— Joanne Genadio
 Marketing and NFSM Manager
 National Fire Sprinkler Association
<https://nfsa.org>



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EasyHeat self-regulating electric heat trace cables prevent branch fire sprinkler lines from freezing.

EasyHeat Self-Regulating Electric Heat Trace Cables

EasyHeat SR and TSR self-regulating electric heat trace cables prevent non-flowing water in branch fire sprinkler lines from freezing in ambient temperatures down to -40° F.

Freezing is a very serious concern for fire protection systems located in unheated spaces such as outdoor garages, loading docks, attics, walk-in freezers, crawlspaces, and car washes. Frozen pipes run the risk of rupturing, which might cause

costly water damage, fire suppression system failure, and potential fines or loss of insurance coverage for noncompliance.

EasyHeat SR and TSR cables are an alternative to conventional freeze protection systems, since heating cables offer a quicker response than “dry” no-water systems. The cables also offer full protection without the need for antifreeze chemicals that may adversely affect components, including clogging sprinkler heads and corroding metal pipes. And if a fire does occur, no chemicals will be sprayed on personnel or equipment.

The EasyHeat SR and TSR cables can be overlapped without producing hot spots while in use because they automatically adjust heat output to the precise amount where it is needed without worrying about overheating. In addition to making the cables safe, the self-regulating capability also minimizes electricity costs. The cables are fully watertight and may be cut to any length, which will be appreciated by installation contractors.

EasyHeat SR and TSR cables are CSA and CSA-UL Approved and comply with requirements in NFPA 13 for freeze protection. The main difference between the two cables is that SR is generally for commercial applications, while the TSR is often used for both commercial and hazardous locations and can have enhanced chemical resistance with its fluoropolymer overjacket.

For more information visit: www.easyheat.com.








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AGF Manufacturing Launches AGFConnect

A Smart Monitoring Solution for Auxiliary Drains

AGF Manufacturing, the industry leader in fire sprinkler system accessories, announced the launch of AGFConnect, a new remote monitoring solution designed to make auxiliary drain maintenance easier, smarter, and more reliable.

AGFConnect combines a wireless sensor with indoor and outdoor gateway options to deliver real-time monitoring of auxiliary drains on dry and pre-action fire sprinkler systems. The system alerts contractors and facility managers when drains require attention, helping to prevent costly freeze damage, reduce unnecessary site visits, and minimize the risk of accidental system trips.

Unlike other remote monitoring systems, AGFConnect operates independently. There's no need to connect to the fire alarm





*As we celebrate the good news of Christ's
birth, may God light our world with
a deeper faith,
a higher hope,
and a greater joy.*

Peace to you in this holy season.

Merry Christmas
from FPC staff



panel or building management system. The wireless gateway communicates directly with the AGFConnect cloud platform, where users can view system status, receive notifications, and track history from any device via an app or web-based dashboard.

For contractors, AGFConnect enables proactive service by allowing remote visibility of client drains and timely maintenance scheduling. AGFConnect gives facility managers peace of mind by alerting them the moment an auxiliary drain needs service, reducing maintenance time and preventing costly water and ice damage.

The AGFConnect Indoor Gateway is ideal for conditioned spaces and communicates with an Ethernet connection. The Outdoor Gateway offers rugged performance for environments exposed to weather and uses cellular connectivity for reliable data transmission. Both models feature a backup battery to maintain communication during power outages and operate on a standard 120-volt plug.

AGFConnect brings smart technology to one of the most overlooked components of fire sprinkler systems, the auxiliary drain,” said Jim McHugh, President at AGF Manufacturing. “It’s a simple, cost-effective way to improve maintenance efficiency, reduce risk, and protect property.”

AGFConnect is available through AGF’s authorized distributors. For more information visit: www.agfmfg.com.

Survitec’s Next-Gen High Expansion Foam System

Survitec, a global leader in Survival Technology, has unveiled its next-generation, high-expansion foam fire suppression system, engineered to deliver higher produced foam output at lower operating pressures. The system also reduces both installation and through-life costs for shipyards and ship owners.



The breakthrough is in a redesigned generator that achieves greater foam production at significantly lower feed pressures. Pressure has long been a limiting factor in foam system performance, with high demands on pumps and water supply driving up both equipment and operating requirements.

“Lowering pressure was our number one objective,” explained Maciej Nieścioruk, Product Manager, Foam and Clean Agent Systems, at Survitec. “By optimizing nozzle alignment, introducing new moving elements to create rotary momentum, and enhancing airflow, the result is a solution that achieves



very high expansion rates at significantly lower nominal pressures, which also drives down costs.

“The performance of the new generator means fewer units are required to produce the same volume of foam,” added Nieścioruk. “That reduction translates into tangible benefits in terms of reducing capital and installation costs. When combined with the lower pressure demands, this gives ship owners a system that is lighter, more efficient, and easier to service, without compromising fire safety.”

Validation of the design has been completed in partnership with DNV. The results confirmed stable expansion ratios and reliable discharge behavior across system configurations.

The new foam generator design incorporates a series of advances that collectively improve efficiency and reduce overall system size. The optimized nozzle alignment ensures full use of the generator net, eliminating blind spots to ensure maximum foam output. A new rotary element improves discharge efficiency, and a redesigned impeller draws more air into the generator and distributes the foam solution more effectively. This new configuration reduces the pressure required to generate the foam and achieves a higher and more consistent expansion rate.

The new system has been developed with flexibility in mind, serving as a total flooding solution for machinery spaces on gas carriers and tankers, as well as for RORO spaces on Pure Car Carriers (PCCs). The system is suitable for both remote deployment and manual deployment at the skid and is compatible with Survitec’s safety management solution, SMARR-TI. In addition, it is fluorine-free by design, making it compliant with upcoming regulations, and replacement foam concentrates are stocked worldwide through Survitec’s global service network.

“We work alongside shipyards and owners to verify pump and pipework compatibility, and manage approvals with class to safeguard both compliance and operational integrity,” said Nieścioruk.

For more information visit: www.survitecgroup.com. □

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A Seat at the Table: **My First Year on the AFSA NextGen Initiative**

By Brian Williams

My passion for this trade has always been about making a difference, not just in the systems we build or inspect, but in the people who make it all happen. That drive led me to start the *Dope and Tape Show*, where the goal has always been to build community, promote mentorship, and celebrate the fire protection industry.

That same passion to do more led me to look deeper into AFSA's structure and how I could get involved on a national level. That's when I discovered the **NextGen Initiative** and the **Public Education and Awareness Committee**. Both aligned perfectly with what I was already working toward helping the next generation of fire protection professionals grow and thrive.

I reached out to **Katie Meehan, Mindy Buckley, and Josh McDonald** to express my interest in getting involved. A few months later, Katie and I met for lunch, and she officially asked me to join AFSA's NextGen Initiative. I was thrilled, but I didn't realize the true impact volunteers at the national level have until my first meeting.

Walking into that room, I'll admit, I was nervous. I didn't know what to expect and wondered if my words would even matter. I looked around at the experienced leaders in the room and thought, *Who am I compared to them?* But that feeling disappeared quickly.

During that first meeting, focused on the **NextGen Initiative**, I spoke up a few times, small contributions but people listened. They valued the perspective I brought as someone working directly with the next generation through media and mentorship. That moment changed how I saw myself and my place within AFSA.

The idea for the Flashpoint event came to me after my last AFSA Quarterly Committee and Board meeting, surrounded by so many incredible people. Seeing the collaboration, mentorship, and genuine care everyone had for the future of our industry lit a spark in me. It was after that meeting that I decided to act and start putting the event together.

On November 14, we hosted the first Flashpoint event in Atlanta at SPP Pumps, partnering with the **Georgia Fire**

Sprinkler Association (GFSA) to bring professionals together alongside their NextGen leaders. The goal was to promote mentorship, encourage growth, and strengthen our community, and it did exactly that. The plan moving forward is to take Flashpoint to a new city each year, partnering with local Chapters to help them grow and support their own NextGen initiatives.

If even one person finds the mentorship they've been looking for, along with a little guidance on how to grow in their profession and as a person, I'll consider the event a success.

Being part of AFSA at the national level has been humbling and inspiring. I've learned that leadership isn't

about having all the answers, it's about showing up, listening, and sharing your perspective. I'm proud to have a seat at the table, and as the Flashpoint events grow, I'm hopeful they'll spark the same energy and purpose that AFSA has inspired in me.

About the Author:

Brian Williams Jr. is Director of Business Development for ARGCO and a second-generation fire protection professional. His father was a fire protection inspector who worked across all types of systems, and Brian grew up fascinated by his stories, about the places he went, and the systems designed to save lives. That inspiration pushed Brian to join the industry as soon as he could.

Seventeen years later, he's built a career in fire protection, with the last decade focused on water-based system inspections. He's also one of the hosts of *The Dope and Tape Show* that highlights the people, projects, and passion that keep the fire sprinkler industry moving forward.

He can be reached at: brian@argco.com.



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Seminars & Events

Spring Forward Conference

January 19-22, 2026 – Daytona Beach Shores, FL

The Florida Fire Sprinkler Association (FFSA) Spring Forward Conference 2026, with 32 CEUs for Contractor I & II, will be held Monday, January 19, 2026, through Thursday, January 22, 2026.

The Spring Forward Conference will be held at the beautiful Daytona Shores Resort & Spa, 2637 S. Atlantic Avenue, Daytona Beach Shores, Florida, and will include: Contractors I & II - Earn full 32 CEUs; Contractors V - Earn 1 CEU; plus you'll connect with fellow professionals, learn from industry experts, and enjoy a few days by the beach!

This conference sells out every year, so don't wait – reserve your spot today!

Executive Director Lorrell Bush will be retiring after dedicating 18 years to the mission of the NFSA. Rebekah Johnson has started to transition into this role so you will be seeing more of her around the state.

For more information contact: Rebekah Johnson, Regional Coordinator, rjohnson@nfsa.org.

AFSA Virginia Chapter

2026 Career Fair

February 25, 2026 – Richmond, VA

The AFSA Virginia Chapter is hosting the 2026 Career Fair at Regency Mall in Richmond, Virginia, on February 25, 2026.

The Chapter is expecting an even larger turnout this year, as there is an entirely new game plan to help exceed the 300 that were in attendance last year. The event will also be utilizing a targeted approach to identify specific students with specific skill sets that could meet our criteria. [See flyer on page 30.]

To be part of this event, and to secure your area to display your company's information, contact: Jeff Lewis, (804) 283-1383, jlewis@vscfire.com.

31ST Annual Buddy Dewar

Golf/Skeet Classic

March 23, 2026 – Howey-in-the-Hills, FL

The 31st Annual Buddy Dewar Golf/Skeet Classic will be held Monday, March 23, 2026, from 6:00 a.m. - 9:00 p.m. at the Mission Inn Resort & Club, 10400 County Road 48, Howey-in-the-Hills, Florida.

This is one of the largest industry-related tournaments in the United States with more than 300 golfers and shooters and an additional 20+ volunteers and attendees.

Proceeds go towards FREE training to AHJs, including firefighters, building officials, fire inspectors, legislative activities, career building opportunities, and industry promotions.

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For more information contact: Rebekah Johnson, Regional Coordinator, rjohnson@nfsa.org.

2026 NFSA Annual Seminar and Business & Leadership Conference

April 28, 2026 - May 1, 2026 – Seattle, WA

The 2026 National Fire Sprinkler Association (NFSA) Annual Seminar and Business & Leadership Conference will be held from noon Tuesday, April 28, 2026, through Friday, May 1, 2026.

This event will be at The Westin Seattle, 1900 5th Avenue, Seattle, Washington.

More information about this event will be covered in future editions.

For more information contact: Abbie Gunnells, Events Manager, agunnells@nfsa.org.

International Water Mist Conference

October 7-8, 2026 – Prague, Czech Republic

Max Lakkonen (IFAB), President of the International Water Mist Association (IWMA), has announced that the 25th International Water Mist Conference (#IWMC2026) will take place in Prague, Czech Republic, on October 7-8, 2026. The Conference will be held at The Grand Hotel International.

The event schedule is now available on the IWMA webpage. The first important date is **December 15**, when the Call for Papers will be issued, and sponsors can start booking tabletops for the exhibition, which will run alongside the conference.

IWMA's 2025 event was very successful with nearly 170 attendees from 25 countries. Lakkonen commented, "We have been positively surprised by the number of attendees and sponsors, which clearly demonstrates the strong momentum of our industry." The aim is now, obviously, to repeat this success.

The deadline to submit applications for the Ragnar Wighus Award is **March 31**. In 2026, this prestigious award will be presented to the author of the best master thesis related to water mist technology.

The IWMA Scientific Council, Chaired by Kemal Sarp Arsava (Norwegian University of Science and Technology) will evaluate the submissions. The winner will be invited to present the winning thesis in Prague.

For more information visit: www.iwma.net.

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Alan Parks will assume the role of Director of Sprinkler Sales for Bull Moose Tube Company. He will be overseeing

day-to-day operations, effective October 31, 2025. Alan brings more than 25 years of experience across sales, procurement, and operations in the water and fire protection industries. Throughout his career, he has overseen the operations of 25 facilities nationwide, managed strategic account programs, and driven business performance improvements that enhanced both profitability and service quality. He is known for his strong customer focus and ability to build and elevate high-performing teams.

Alan succeeds Dave Weinrich, longtime Director of Sales for Sprinkler Pipe, who will be retiring from his full-time role after 30 years of impactful leadership. During his tenure, Dave played a pivotal role in growing Bull Moose Tube into the industry leader in sprinkler pipe and building the trusted reputation the company holds in the fire protection market today. Dave fostered deep, lasting relationships with customers and partners across North America, strengthening the company's commitment to quality and service at every step.

Though stepping away from daily operations, Dave will continue to support the business in an advisory capacity beginning November 1, 2025. He will also maintain his involvement on the National Fire Sprinkler Association (NFSA) SAM Council, where his expertise continues to positively influence the

industry's advancement.

Bull Moose Tube expresses its sincere gratitude for Dave's decades of dedication and leadership, and it warmly welcomes Alan as he takes the reins in this essential role, focused on the company's continued growth and industry leadership.

About Bull Moose Tube: Bull Moose Tube is a part of the Caparo Bull Moose Group of Companies. The company operates from seven manufacturing plants in the U.S.A., including Chicago Heights, IL; Elkhart, IN; Gerald, MO; Masury, OH; Trenton, GA; Casa Grande, AZ, and Sinton, TX.

Today the company offers one of the largest ranges of sustainable welded steel tubing in North America. Typical applications of Bull Moose Tube's material include commercial construction, heavy equipment, transportation, infrastructure, fire protection, heavy civil and marine deep foundations, automotive equipment, and many other engineered products.

For more information visit: www.bullmoosetube.com.

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Martin Workman, Senior Vice President of Product Development for



The Viking Corporation, Inc., is the 2025 recipient of AFSA's highest honor, the *Henry S. Parmelee Award*. He was

selected for his years of dedication to education, training, and the development of fire protection *Standards*. Workman was presented with this award on October 17, 2025, at AFSA44: Convention, Exhibition & Apprentice Competition during the general session held at the Gaylord National Resort & Convention Center in Washington, D.C.

Workman initially entered the fire protection industry when his friend's father offered him a job in Grand Rapids, Michigan, at Peninsula Fire Protection. He spent years there contracting and by 1994, he was named Vice President and part Owner. During his time there, Workman discovered that he had a passion for instructing and connecting with apprentices. He soon began instructing for all levels of the company's apprenticeship program.

Workman's journey with AFSA began that same year when he attended AFSA's and ABC's (Associated Builders and Contractors) Training for Excellence committee, as a subject matter expert. Eventually, Peninsula joined AFSA as a contractor member and soon after, in 1996, Workman became involved in many of AFSA's projects and initiatives. He has also been a member of various Associations, including the National Fire Protection Association (NFPA), National Fire Sprinkler Association (NFSA), and the Society for Fire Protection Engineers (SFPE). He has also served as a presenter, author, and trainer for ABC, AFSA, and NCCER (National Center for Construction Education and Research).

"Martin embodies the essence of the *Parmelee Award*," says past reward recipient James Golinveaux. "His leadership within in The Viking Corporation and the broader fire protection industry, relentlessly advocacy for fire sprinkler systems, and unwavering dedication to education and training make him a worthy recipient of this prestigious honor. Martin's contributions have not only advanced protection technology and *Standards* but have also inspired and educated the next generation of professionals dedicated to fire safety."

"This year, we had a great group of nominations. When it came to Martin's bio, his involvement with AFSA, his commitment to training, and glowing recommendations from James Golinveaux and Janet Knowles, one of my mentors when I joined the Board, he was an excellent choice!" comments AFSA Chair of the Board Linda Biernacki, President of Fire Tech Systems, Inc., Shreveport, Louisiana.

AFSA President Bob Caputo echoed the sentiment, stating, "Martin exemplifies the values and dedication to selfless service, whose passion for this industry is always immediately evident."


Established in 1984, the *Henry S. Parmelee Award* is the highest honor AFSA bestows. It is presented to recognize an outstanding individual who has dedicated themselves to the professional advancement of the automatic fire sprinkler industry and to the goal of fire and life safety through automatic sprinklers. It is named for Henry S. Parmelee, who is recognized as the inventor of the first commercially successful closed sprinkler head.

You may read the full article about Workman in the September/October 2025 issue of *Sprinkler Age*.

Established in 1981, the American Fire Sprinkler Association is an international Association representing fire sprinkler contractors. AFSA is dedicated to the educational and professional advancement of the automatic fire sprinkler industry.

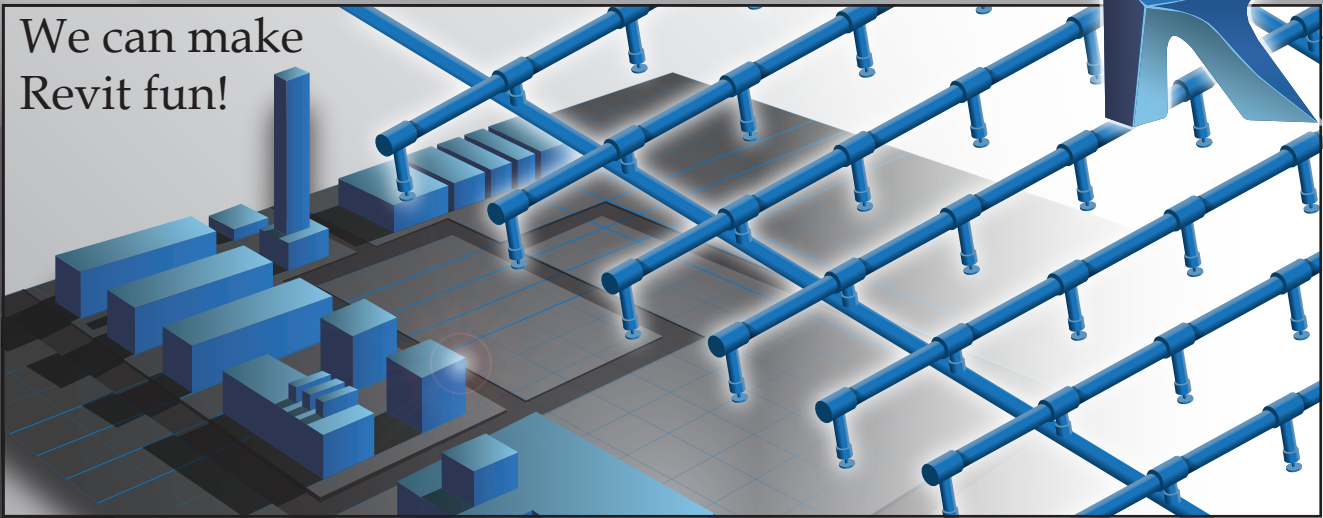
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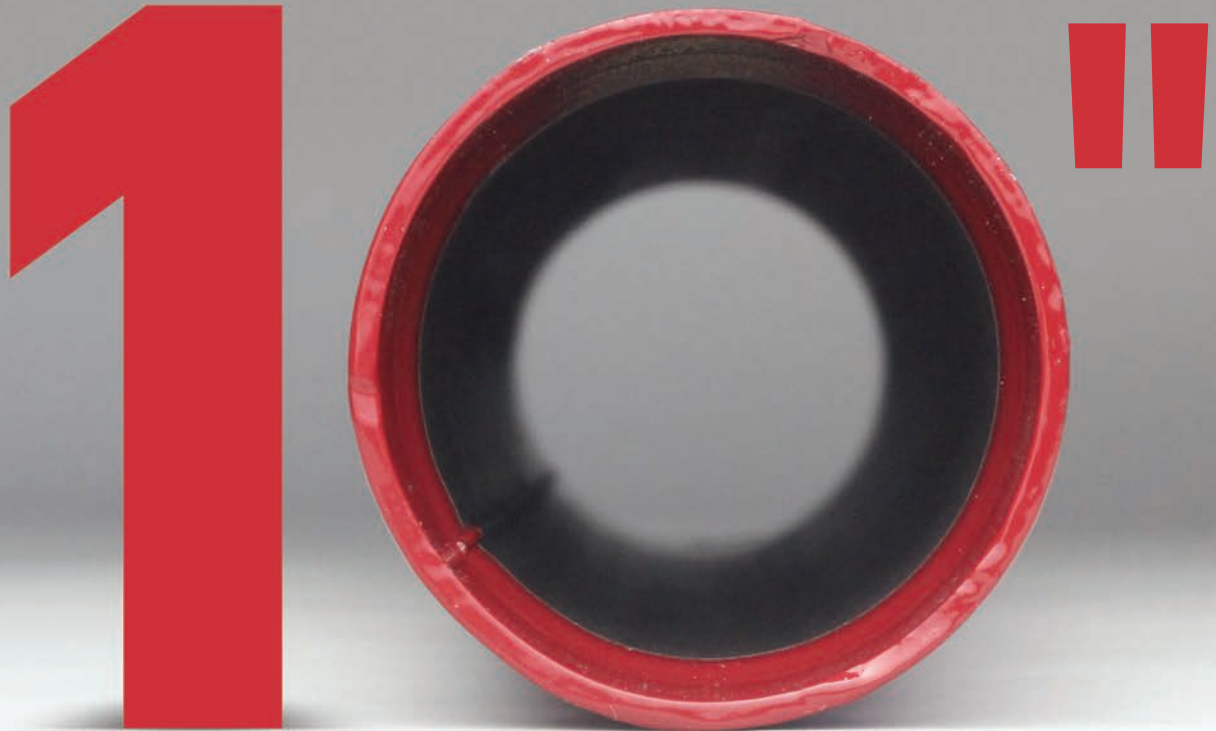


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October 7-8, 2026

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Jan. 27: Inspect/Test. Fire Spk. Systems, Atlanta
Feb. 24: Fire Pump Maintenance, Atlanta, GA
Mar. 2: Inspect/Test. Fire Spk. Sys., Duluth, GA
Mar. 4: Inspect/Test. of Fire Pumps, Atlanta, GA
Apr. 21: Fire Pump Maintenance - Atlanta, GA
May 5: Inspection & Testing of Fire Pumps w/
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May 19: Fire Pump Maintenance Master, Atlanta
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Jul. 20: Inspect/Test. Fire Spk. Sys., Indianapolis
Jul. 22: Inspect/Test. of Fire Pumps, Indianapolis
Aug. 16: Fire Pump Maintenance, Indianapolis
Sep. 1: Inspection & Testing of Fire Pumps w/
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Oct. 20: Fire Pump Maint. Master, Atlanta, GA

Fire Pump Academy, www.firepumpacademy.net
Florida Fire Sprinkler Assoc., www.fisa.nfsa.org
FMI, www.fminet.com
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Oklahoma Fire Sprinkler Assoc., www.ofsa.info
Seneca Polytechnic, www.senecapolytechnic.ca

2027 Meeting Dates:

AFSA, www.firesprinkler.org
TBD 2027, TBD

SFPE, www.sfpe.org
October 12-14, 2027 in Minneapolis, MN

CASA, www.casa-firesprinkler.org
TBD 2027, TBD

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*Worry weighs a person down;
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— Proverbs 12:25
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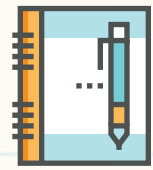
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ABC Contractor Backlog and Confidence Slip in October: Associated Builders and Contractors reported that its Construction Backlog Indicator fell to 8.4 months in October, according to an ABC member survey conducted October 20 to November 4. The reading is down 0.1 months since September but unchanged from October 2024.

Backlog was flat or increased on a monthly basis in each of the three industries considered in this survey. Backlog for respondents that do not primarily operate in any one industry – generally the smallest contractors responding to the survey – fell sharply for the month and stands at just 5.8 months.

“Approximately 1 in 7 contractors are under contract to work on data centers...”

ABC's Construction Confidence Index reading for sales was unchanged in October, while the readings for profit margins and staffing levels declined. The readings for all three components remain above the threshold of 50, indicating expectations for growth over the next six months.

“Nearly 65% of contractors indicated that they think the U.S. construction industry is contracting, according to ABC's October survey,” said ABC Chief Economist Anirban Basu. “This dismal assessment accompanied the lowest backlog reading since May, and 23% of contractors expect their sales to decline over the next six months, the highest share in over a year. These findings are consistent with an industry that is sustained by still-elevated manufacturing construction and a surging data center sector. **Approximately 1 in 7 contractors are under contract to work on data centers**, and those contractors have significantly higher backlog (10.9 months) than those that are not (8.0 months).”

James 5:12

But above all, my brethren, do not swear, either by heaven or by earth or with any other oath.

But let your “Yes” be “Yes,” and your “No,” “No,” lest you fall into judgment.

— James 5:12, New King James Version

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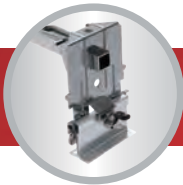


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