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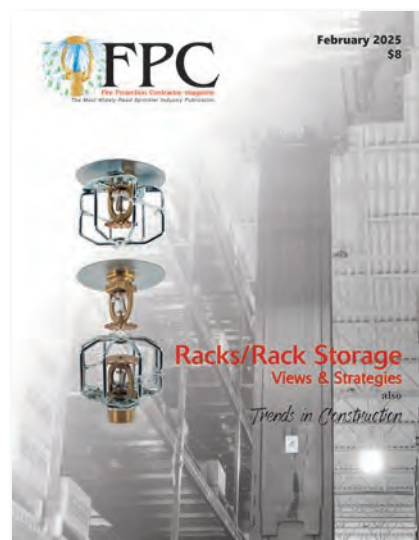
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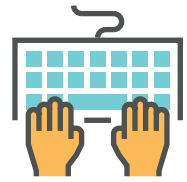


Cover photos courtesy of The Reliable Automatic Sprinkler Co. You'll find our Rack Storage feature starting on page 12. Take a look at the Trends in Construction beginning on page 15 and let us know what trends you see! Don't miss the eye-opening NewsBriefs and Business articles either. Reading FPC cover to cover is always recommended!

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Guest Editorial

Construction Coalition to President-Elect Trump: **Fair and Open Competition for Infrastructure Projects Will Save Taxpayers More Than \$10 Billion Annually**

The Associated Builders and Contractors (ABC) and a diverse group of two dozen construction and business groups sent a letter to President-elect Donald Trump urging him to eliminate President Joe Biden's final rule implementing *Executive Order 14063* requiring federal construction contracts of \$35 million or more to be subjected to anti-competitive and inflationary project labor agreements. The coalition letter also called for the repeal of additional Biden administration policies pushing PLA mandates and preferences on federally assisted construction projects procured by private developers and local and state governments.

"In place of these failed Biden administration policies, we request a new Executive Order that restricts government-mandated PLAs and restores robust fair and open competition on federal and federally assisted construction projects," said the coalition letter. "This will save taxpayers an estimated \$10 billion per year on public works projects annually and restore opportunities for all of the construction industry to rebuild America."

The coalition objected to the Biden administration's false rationale that businesses unaffiliated with construction trade

unions, which employ almost 90% of the U.S. construction workforce, are unable to deliver safe, on-time, and on-budget public works projects while obeying federal labor laws and paying competitive wages to employees.

"Experienced, quality, union-free contractors and their skilled employees who do not belong to a Union have delivered exceptional federal and federally assisted projects for decades without government PLA requirements," said Ben Brubeck, ABC Vice President of Regulatory, Labor and State Affairs. "This coalition looks forward to working with President-elect Trump to rebuild America's infrastructure with commonsense and inclusive policies that benefit all of America's construction industry and deliver savings to taxpayers without sacrificing quality or safety."

On March 28, 2024, ABC and its Florida First Coast chapter filed suit in federal court to block Biden's PLA final rule on construction contracts procured by federal agencies, asserting it is beyond the scope of executive authority and violates the U.S. Constitution, the First Amendment, and the Administrative Procedure Act, among others. The litigation is ongoing.

Celebrating its 75th Anniversary in 2025

Associated Builders and Contractors is a national construction industry trade association established in 1950 that represents more than 23,000 members. Founded on the merit shop philosophy, ABC and its 67 chapters help members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which ABC and its members work.

For more information visit: www.abc.org.

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Apprenticeship Training

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I'm involved with CAFSA apprentice program and usually give my magazines to apprentices; these will all get read guaranteed!

I'd love to see the magazine feature training programs!

— *Jeff Bridges*
JB Fire Protection Inc.
Anaheim, CA

Help

It is not a top trend, but the #1 thing I am hearing is how do we get kids in the fire sprinkler industry. Helpers/Fitters and Foremen are the biggest request. How do we reach kids today?

— *Lorrell Bush, Executive Director*
Florida Fire Sprinkler Association
A Chapter of NFSA

Modular and More

We are seeing more and more modular construction out here in Arizona. These particular structures are prefabricated indoors, saving time and money, as well as avoiding any type of weather conditions.

There has been “environmentally friendly” green buildings also starting to make a trend out here.

— *Jay Jaurigue*
www.winsupply.com
AZ

PRESIDENTS' DAY February 17, 2025

Presidents' Day is a federal holiday in the United States that honors the birthdays of George Washington and Abraham Lincoln, both born in February. It is also a day to celebrate all U.S. presidents and their contributions to the nation.

Source:britannica.com

A Prayer of Protection for the President

Guard our President against unfair criticism and unfounded accusations. When he stumbles, give him the courage to admit his mistakes. Strengthen his character, guard him against hurtful compromise, and give him a listening ear for the people he serves. In danger, surround him and our country with Your angel protection. From the time he begins in office until his time is complete, may the President serve you and our country as a true leader with an undying love, an unswerving faith, and an unending hope in the only One who can make our country great. In Jesus' name, Amen.

Source: crosswalk.com

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California

Huge Lapses in Fire Inspections of City Schools

An article by Jonah Owen Lamb posted January 6, 2025, on www.sfstandard.com, said a San Francisco agency responsible for making sure all 259 public and private schools in the city are safe and prepared for fires and emergencies failed to inspect more than a third of them in fiscal 2017-18 – including 26 facilities the department didn't know existed.

An audit of the San Francisco Fire Department's Bureau of Fire Prevention by the city's Controller found systemic failure in the agency's facilities database, inspection data tracking system, and foundational culture, including a lack of formal ethical guidelines. In 2018, the same year it skipped 95 schools, the Bureau also failed to inspect 689 businesses.

The audit covered inspections conducted from the 2016-17 to the 2018-19 fiscal years and did not include updated comprehensive data through 2024, when the report was completed. But when staff from the Controller's office met with fire officials in May to relay the findings,

they learned that nearly all of the issues remained unresolved.

"Besides being contrary to state law, failing to inspect any school annually prevents the Bureau from addressing potential life and safety risks to students, teachers, and other employees, such as blocked fire exits and **broken fire sprinklers**," the audit says. "Of course, the Bureau cannot inspect schools if it is unaware they exist."

The audit found that the Department failed to meet its requirement to inspect every school each year. In 2017-18, it missed 95. Between 2009 and 2019, 26 schools, all but one of them private, were missing entirely from the Bureau's database, which was not cross-referenced with state records. Those schools were never inspected. Since the Controller met with the department in May, inspectors still have not reviewed one of those schools.

Controller's office audit: The 26 schools that were not inspected over the audit period included OnePurpose in the Bayview, Nomad in the Mission, the North Beach Fusion Academy, and the San Francisco Expeditionary School in Pacific Heights. One facility, Proof School in the Mission, was not inspected for a decade. The Department was informed about the oversight in May 2020

but didn't perform an inspection until August 2021.

"The safety of students and staff is our highest priority," a spokesperson for the San Francisco Unified School District said in a statement. "SFUSD works closely with the SF Fire Department to address any fire life safety issues."

Fire Commission President Armie Morgan did not respond to a request for comment.

The audit also reported results of a survey of members of the Bureau of Fire Prevention that found that 44% of inspectors believe they would be retaliated against if they were to report unethical behavior.

"The Bureau of Fire Prevention's tone at the top does not demonstrate that leadership values ethics or responds to reports of ethical violations," the report states.

The Department said it plans to create a written policy to identify, track, and prioritize annual inspections. Unwritten policies allow for "annual" inspections to be conducted within 24 months.

The Fire Department blamed the workload backlogs on a staffing shortage.

The Controller's audit states that nine of its 10 recommendations remain unresolved.

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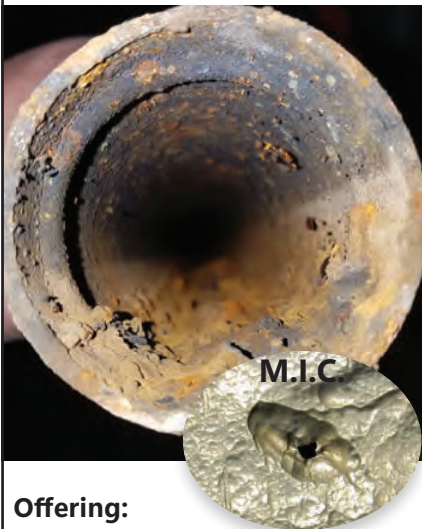
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Illinois

Board Debates Removing Fire Sprinkler Require- ment for School

A December 29, 2024, article by Stephanie Irvine on southwestregionalpublishing.com, out of Palos Heights, Illinois, said the Manhattan Board engaged in a spirited debate about whether St. Joseph School should be held to the village's ordinance on fire suppression sprinklers or whether the village should re-write its code to exempt the school and others that may find themselves in similar positions.

Village Attorney Jeff Taylor explained that village codes cannot have exceptions and changes must be codified. Variances, exemptions, or special use permits simply are not permitted.

Taylor urged the Board to have a rational basis for changing the code, as it would go beyond the single instance and impact all buildings used for assembly or educational purposes in the future.

Manhattan Fire Protection District's Battalion Chief Bruce Boyle attended the meeting and strongly urged the village to retain its current code.

Tom Biscan spoke on behalf of St. Joseph School to request the village rewrite its code to remove the fire suppression sprinkler requirement for places of assembly or, at the very least, limit the size to 1,500 square feet or smaller.

This would allow the school to evade the sprinkler requirement.

"Father McMahan and Deacon Forsythe were unable to attend, but they wanted me to go over any questions you may have, and I think you all have the e-mail from Father McMahan," Biscan said, addressing the Board.

The reason for the request is St. Joseph School and Church intend to repurpose a storage shed on its property to function as a flex space, allowing the school to operate a daycare in addition to the private school and utilize the space for meetings and other purposes.

"The Archdiocese stated that if the village were to require sprinklers, they could not afford this program, this conversion," Biscan said.

The Diocese found the cost of adding a

sprinkler system prohibitive at \$126,000, Biscan reported.

However, this estimate differed from the amount the village had estimated after consulting the contractors who installed the sprinkler system in the new public works building.

Public Works Superintendent John Tyk reported the cost to be about \$100,000 less at a mere \$30,000 for the sprinkler suppression system.

Boyle said that in the event of a fire at this building, they would have to stretch a hose about half a block from the hydrant to the building to fight the fire. He explained that tragedies happen when a door is inadvertently locked or someone willfully sets a fire; however, the sprinkler systems take care of the fire while help is on the way.

"We're talking, in this case, 50 children. We're opening ourselves up to eroding away at the base of life safety that you have chosen for this growing community," Boyle said, pleading with the village Board to maintain their code.

At one point, Board member Tom Doyle objected, asking whether the code was for new or existing buildings.

"Tom, the building was designed as a shed," Chief Boyle said. "A change in use is what triggers the upgrade."

Later, Doyle brought up that the ordinance would prevent people from raising their kids in the Catholic School like they wanted, which would then cause public school overcrowding.

Trustee Ron Adamski asked about sprinkler alternatives.

Biscan replied that it is a brick building with fire-proof drywall but did not explain anything that could fight the fire or act as an alternative to a sprinkler system.

Boyle explained that a fire alarm system alone may not help people safely escape a burning building when something goes awry.

"The point is, we changed the ordinance when we realized there was something wrong. With this, my opinion is I don't see any issue with going to a 1,500 or 1,200 square foot or less," Board member Beemsterboer pressed on.

Trustee Justin Young took issue with the request.

"We're talking about money over safety of kids, whether it's \$30,000 or \$100,000. I mean, if my kid went to school there, I would want him to be

safe,” Young said. “We’re not experts, but we have the fire department here who is, and they’re telling us what needs to be done to get there on time and protect these children, the staff, or anyone else who is using it.”

“We should be listening,” Young said emphatically, adding they should hold off if it is too expensive.

“I don’t want to impose an ordinance that will make every small business run from here,” Board member Dilling said, noting he favored reducing the size but wanted other safety features included.

Trustee Lucinda Neighbors expressed concerns about setting a precedent but said she needed more information.

At the end of the discussion, Board member Adrieansen finally suggested a compromise that seemed amenable to the Board and Chief Boyle.

The village could give the church a year from occupancy to connect the water to the sprinkler system, giving them time to budget for the expense. It would not require a change in the ordinance.

Massachusetts

Fire Deaths at Home

According to a post on www.mass.gov, about 75% of fatal fires in Massachusetts last year took place in residential settings, with fires in single-family homes most likely to become deadly, according to preliminary data from the Department of Fire Services.

None of the affected homes were protected by automatic fire sprinklers.

“We’re keenly aware that these statistics represent beloved family members, dear friends, and close neighbors,” said State Fire Marshal Jon M. Davine. “Our hearts go out to everyone who lost a loved one last year, and we hope promoting the data will help the public understand the common factors and prevent future tragedies.”

Overall, 55 people lost their lives to fire in Massachusetts last year, including 54 civilians and one firefighter who passed away due to injuries sustained in a prior-year fire. This represents a 22% increase over the 45 fatalities reported in 2023. Three fatal fires claimed two lives each: one took place in a two-family home, one in a multi-family home, and one in a motor vehicle collision.

Residential Fire Protection: Work-

ing smoke alarms were found in only seven of the single-family homes, one two-family home, and six multi-family homes. They were missing, not operational, or their status could not be determined in the remainder. None of the affected homes were protected by automatic fire sprinklers.

[Clearly Fire Sprinklers are the Solution to the Home Fire Problem.]

Massachusetts

Fire Sprinkler Law Could Save Lives

An opinion piece by City Councilor Etel Haxhijaj posted January 3, 2025, on www.worcestermag.com, Worcester, Massachusetts, argues that the city should opt in to the fire sprinkler law. It reads:

I learned from the Worcester Fire Department that nearly 900 Worcester residents were displaced due to fires between May 2023 and May 2024. These statistics have made me think a lot about how vulnerable residents living in Worcester’s older, pre-1997 multi-family apartment buildings were because mandatory sprinklers didn’t become a building code requirement until that year.

My interactions and conversations with members of the Worcester Fire Department significantly increased this past June after 30-plus District 5 residents were thrown into homelessness by the large structural fire that tore through

three buildings, destroying 36 Washington Heights apartments and overturning 50 people’s lives, many of whom were seniors and families with children.

Thankfully, the owners of Washington Heights paid for temporary sheltering for all those made homeless and hired caseworkers to help relocate and rehouse residents.

Last week, after what turned out to be six months, the last family was moved out of shelter and into a new home.

This should be a learning experience for all of us.

After the Washington Heights disaster, I convened a working group with the Worcester Fire Department, the city’s emergency management team, and State Rep. David LeBoeuf to work with Washington Heights management to get updates on residents’ rehousing status and work through other issues they were navigating.

We all know this three-alarm fire at 3:00 a.m. could have resulted in loss of life, especially after spreading to three buildings. Thankfully, though, it didn’t, due to the efforts and quick action of our Worcester Fire Department. This apartment complex was built in 1976, before improved building safety codes that now require multi-family projects to be equipped with automatic fire sprinklers.

State law requires accessibility options be addressed when significant building renovations are launched, and I was relieved to learn that Chapter 148, Sec-

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tion 26 I, the state law enacted in 1990, creates a similar mandate in multi-family buildings of four or more units when undergoing significant renovations or rebuilding, as in this case.

Unlike the Massachusetts *State Building Code and Regulations*, which are automatically triggered during rebuilding and renovations, this public safety law is written so municipalities must opt in. Communities must balance the costs to owners and developers of mandating automatic sprinklers against the dangers large fires pose to building residents, firefighters, and neighbors.

Worcester has yet to opt in to this public safety law. Worcester's elected leaders have never debated the cost benefits of adopting this law, but we can do so now. This past week, after conversations with fire-prevention experts, I asked the Worcester City Council and City Manager Eric Batista to join 193 other municipalities across the state in adopting this ordinance.

Automatic sprinklers save lives daily in cities and towns across the United States.

The state law I proposed Worcester adopt last week requires multi-family buildings with four or more units undergoing significant renovations to install automatic fire sprinklers. Opting in does not add new building code requirements. The law would allow the Fire Department Chief to enforce this statute during significant renovations to protect building residents, firefighters, and neighbors.

This proposal has nothing to do with Worcester residents' single-family homes, your mother and father's three-decker, the three-unit rental property you own, or the much-needed new multi-family housing construction that already has automatic sprinkler requirements.

The Massachusetts Fire Chiefs Association and the State Fire Marshal have supported this statute, arguing it is a matter of public safety for fire chiefs to have the authority to order sprinkler systems installed.

Worcester needs to take this step to better protect Worcester residents and our firefighters.

Our city should follow the lead of our state's fire chiefs and the Fire Marshal, and catch up with surrounding towns

and cities like Fitchburg, Leominster, Shrewsbury, Paxton, Holden, and Millbury that have already opted in. From all the conversations with residents and our experts on fire prevention, I want our residents to be safe. Fire sprinklers are a public safety measure that will protect our city's residents and firefighters.

We have the opportunity to save residents' lives, make our housing stock safer, and protect our firefighters. The choice is ours.

Virginia

EDA Gets to Work on Fire Sprinklers Proposal

An article by Joseph Haney posted January 9, 2025, on www.thenewsgazette.com Virginia, said the Lexington Economic Development Authority is continuing to work on developing a proposal for a program to incentivize business and building owners in Lexington to install fire sprinklers in their buildings, including the upper floors of buildings in the city's historic downtown.

The program, if successful, would be the first of its kind, not just in Virginia but, by the recollection of Lexington Fire Chief Ty Dickerson, in the entire country, and could potentially serve as the model for other jurisdictions to launch similar initiatives.

During meetings in November and December, the EDA discussed the details of the proposed program and how to implement it, including which areas of the city to prioritize.

The program was born out of a desire to prevent fires from potentially destroying portions of the historic downtown and to increase the occupancy of upper floors in the downtown area that currently are unoccupied.

Dickerson, who has been appointed as the Project Manager for the sprinkler program, encouraged the EDA to be open to considering buildings in the city's other commercial district outside of downtown for this program if no one in downtown applied initially. He also said that he didn't think there would be a large rush of applications, but that this program would be something that would

be a more long-term project to improve the city.

"I think this is going to be one of those things where 25 years from now, we'll walk around downtown and count the number of things, not two years from now," he told the EDA while introducing the program at its November 20 meeting.

Part of the reason for that, he explained, was that it was "a mess" to try to install sprinklers in an occupied business and that the best time for a building owner to install them is either during new construction or a significant renovation.

He also emphasized that the program would prioritize voluntary sprinkler systems, or systems that would not be required by the state code for whatever work was being done. The program would offer a zero-interest loan to help the building owner cover the cost of a sprinkler system where they might not otherwise install one due to it being so expensive.

At its December 18 meeting, the EDA settled on prioritizing downtown for the program, but consider applications for other commercial districts and residential projects as second and third-tier priorities.

Potential applicants would also need to be planning to install sprinklers in their entire buildings, not just on the first floor, especially in the downtown district.

Another potential consideration that was discussed was whether the property taxes and utilities were current for the building in question. EDA member Felicia DiPronio Bush argued that the taxes and bills being current was something that should be considered when deciding whether to lend money or not. Tom Contos pointed out that there could be extenuating circumstances, such as someone inheriting a dilapidated building and not having the money to pay the owed bills and taxes before fixing it up. In those circumstances, the EDA agreed that they could potentially offer an exception in lending the money.

The program is still in development, and discussion of the program and the considerations that will be taken into account for administering the funds will continue at future meetings of the EDA. □

Dear children, do not let anyone lead you astray. He who does what is right is righteous, just as He is righteous.

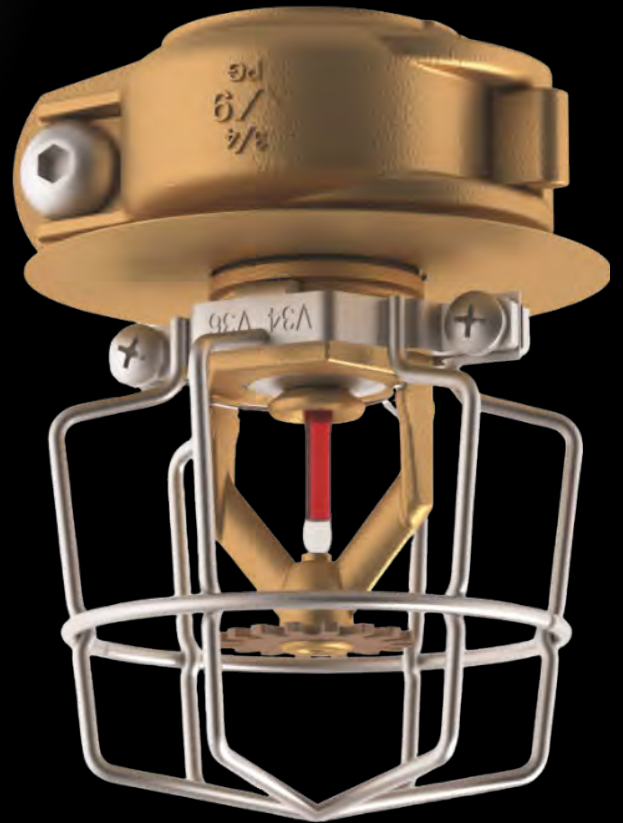
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Racks/Rack Storage

Fire Sprinkler Protection for Rack Storage Warehouses:

Bridging the Gap Between Innovation and Standards

By Ralph Bless

The evolution of warehouse design has seen a dramatic shift over the past decade, particularly with the rise of automated storage and retrieval systems (ASRS). These systems, characterized by larger, more densely packed configurations, present unique challenges for fire protection that often exceed the capabilities of current NFPA 13 design Standards. As innovation in racking systems and automation accelerates, fire protection professionals must adapt to address the heightened demands of these cutting-edge facilities.

The Growth of ASRS Warehouses

ASRS warehouses have become synonymous with efficiency and scalability. These facilities can span over 2 million square feet and reach heights approaching 100 feet. They often utilize open-top combustible containers or plastic trays to handle high volumes of commodities. In addition to these mega-facilities, micro-ASRS systems are being integrated into smaller buildings that were not originally designed for such dense storage. This growing diversity in ASRS configurations underscores the need for updated and adaptable fire protection strategies.

Challenges with Current Standards

Current NFPA 13 Standards often fall short in addressing the unique requirements of ASRS warehouses. Many systems exceed the scope of NFPA 13 due to factors such as tier height, shelf design, or the use of open-top totes. In these cases, alternative standards like FM Global's Data Sheet 8-34 (FMDS 8-34) are often referenced. While FMDS 8-34 provides valuable guidance, it too has limitations and does not fully encompass the wide range of ASRS configurations in use today.

Large-scale fire testing of these systems has revealed that seemingly minor differences in design can significantly impact fire protection criteria. Variables such as flue space alignment, the consistency of tote placement, inclusion of in-rack sprinklers, and clearance to ceiling sprinklers all play a critical role in fire behavior and sprinkler performance.

Control vs. Suppression: Rethinking Assumptions

Traditionally, fire sprinkler systems have been categorized as either control mode or suppression systems. Control mode systems aim to stabilize the fire at its current size upon sprinkler activation, while suppression systems, such as Early Suppression Fast Response (ESFR) systems, aim to significantly reduce the fire size. Both approaches assume that emergency responders can quickly access the fire to complete extinguishment.

However, ASRS warehouses often lack sufficient aisle space or other means of access, making traditional fire suppression assumptions less applicable. In some cases, access to the fire may only be possible by disassembling the racks and removing stored products, a process that is both time-consuming and hazardous. For these facilities, it may be necessary to consider driving fire protection Standards toward complete extinguishment rather than merely control or suppression. While not universally required, this approach may be essential for large, densely packed, and difficult-to-access systems.

“One promising avenue is the development of new testing protocols and design criteria...”



Photo Courtesy of Victaulic

The Role of Engineers and Designer

Given the rapid pace of innovation in ASRS technology and the lag in corresponding fire protection Standards, designers and installers must rely on the expertise of engineers of

record to establish protection criteria. Collaboration between fire protection contractors, system manufacturers, and project teams is essential to developing solutions tailored to the specific risks of each facility.

Key considerations for designers include:

1. Sprinkler Placement: Proper positioning of sprinklers, including ceiling and in-rack options, is critical to ensure adequate coverage and performance.

2. Flue Space Alignment: Consistent and aligned flue spaces are essential to facilitate effective water distribution and fire control.

3. Commodity Characteristics: The combustibility and configuration of stored materials, including open-top totes and plastic trays, must be factored into protection strategies.

4. Access for Emergency Responders: Designers should evaluate the feasibility of access routes for firefighting personnel and equipment.

Looking Ahead: Advancing Fire Protection Standards

As the warehouse and logistics industry continues to innovate, fire protection *Standards* must evolve to keep pace. Collaboration among stakeholders, including fire protection professionals, racking manufacturers, and technology developers, is vital to closing the gap between existing *Standards* and emerging needs.

One promising avenue is the development of new testing protocols and design criteria tailored specifically for ASRS warehouses. By conducting comprehensive fire testing on diverse configurations, the industry can gain insights into best practices and establish robust guidelines that address the unique challenges of these systems.

Additionally, advocacy for updates to NFPA 13 and other relevant *Standards* will be crucial in ensuring that fire protection requirements align with the realities of modern storage facilities. Education and training programs for fire protection contractors can also play a pivotal role in preparing the workforce to address the complexities of ASRS systems.

Conclusion

The rapid growth of ASRS warehouses has created a pressing need for fire protection strategies that go beyond the scope of traditional *Standards*. By embracing innovation, fostering collaboration, and advocating for updated guidelines, fire protection contractors can help ensure the safety and resilience of these state-of-the-art facilities. As the industry navigates this dynamic landscape, proactive engagement and a commitment to excellence will be key to safeguarding both lives and property in the warehouses of the future.

About the Author:

Ralph Bless, P.E., SET, CFPS, is an Executive Vice President with Telgian Engineering & Consulting.

He has over 40 years of experience in fire protection, including a broad range of water-based and special hazard system design, code consulting, and fire protection engineering services.

Bless is a licensed Professional Engineer in six states, a Certified Fire Protection Specialist, a Level IV NICET Senior Fire Sprinkler Layout Technician, and holds three additional NICET certifications, as well as eight state licenses. He Chairs the NFPA technical committee for Record Storage, NFPA 232, and serves on the NFPA technical committees for Water Spray Systems, NFPA 15, and the NFPA 13 Installation Technical Committee and Correlating Committee.

He can be reached at: rbless@telgian.com.



**YOU WOULDN'T
PLAY FOOTBALL
WITHOUT A
HELMET**

**DON'T REPLACE
ANOTHER
AUXILIARY DRAIN
WITHOUT A**

FLOODELIMINATOR

The AGF **FLOODELIMINATOR** is a fail-safe that stops the flood of water caused by auxiliary drains that freeze and break, are maintained improperly, vandalized, or broken by accident in dry fire sprinkler systems. They enable facilities to recover faster with less clean-up and less expense. It's like a little helmet for your auxiliary drain! Don't install or replace another auxiliary drain without one.

PRODUCT VIDEO

The Evolution of Fire Sprinklers in Rack Storage Warehouses

By David Cook

Since the introduction of the first listed Early Suppression, Fast Response (ESFR) fire sprinkler head in 1989, these systems have become the gold standard for protecting high-piled rack storage in warehouses. Over the past 35 years, ESFR technology has dramatically evolved, influencing both fire protection strategies and the design of fire sprinkler systems.

The Growth of K-Factors in ESFR Technology

One of the most notable advancements in ESFR fire sprinklers is the steady increase in K-factors, a critical measure of a sprinkler head's discharge capability. When ESFR technology was first developed, the K-factors were considerably lower than what is available today. Currently, ESFR sprinkler heads with K-factors as high as 33.6K are being used, offering superior water flow and coverage. This evolution underscores the industry's commitment to improving fire suppression efficiency in large-scale storage facilities.

Reducing the Need for In-Rack Sprinklers

ESFR systems have also significantly reduced the dependency on in-rack fire sprinklers. These systems are designed to suppress fires at their source, eliminating the need for additional sprinklers embedded within the racking system. Estimates suggest that the use of in-rack sprinklers has decreased by approximately 80% since the adoption of ESFR technology. This reduction not only simplifies warehouse design but also minimizes maintenance requirements and potential disruptions to storage operations.

Increased Demand for Fire Pumps

While ESFR technology has streamlined many aspects of warehouse fire protection, it has also led to an increased reliance on fire pumps. The higher water flow demand of modern

ESFR sprinkler systems requires robust pumping systems to ensure adequate pressure and supply during a fire event. This shift emphasizes the need for comprehensive planning in the design and installation of warehouse fire protection systems.

“When ESFR technology was first developed, the K-factors were considerably lower than what is available today. Currently, ESFR sprinkler heads with K-factors as high as 33.6K are being used, offering superior water flow and coverage.”

The Future of ESFR Technology

As K-factors have grown to 33.6K, the industry is left to wonder: how much larger will they get? The answer depends on several factors, including advancements in sprinkler design,

material science, and the need to protect even larger and denser storage configurations. While it's challenging to predict the exact trajectory, ongoing innovation in fire suppression technology ensures that future systems will continue to enhance safety and efficiency.

The evolution of ESFR fire sprinklers over the past three decades demonstrates a remarkable progression in fire protection technology. By reducing the reliance on in-rack sprinklers and adapting to higher water flow requirements, ESFR systems have reshaped fire safety in rack storage warehouses. As the industry continues to push the boundaries of K-factor size and system efficiency, these advancements will play a critical role in safeguarding modern warehouse environments.

About the Author:

David Cook, CPE, is Sales Manager with Aegis Fire Protection, LLC, a finalist for Subcontractor of the Year 2019, 2020, and 2021 from the American Subcontractor Association.

For more information contact: Aegis Fire Protection, LLC, Corporate Office, 13415 W. 98th Street, Lenexa, KS 66215; Missouri Office, 305 South Kyler, Suite 511, Monett, MO 65708; (913) 825-0178, <http://youtube.com/c/AegisFireProtectionFireSprinklerFireAlarm>.



Photo Courtesy of Victaulic

Send your comments, opinions, or reactions to: info@fpcmag.com

Trends in Construction

By Eduardo Lopez Lugo

Q: What trends in construction will affect fire sprinkler contracting, and why?

I'm not sure if this is a trend. Three-dimensional modeling has caused some conflicts in various projects in Mexico. I remember that back in 2010, I enrolled in a course on a software called Revit, which had been around for a few years in the country. I think it was already quite well-known in the United States at that time. At first, only knowledge related to architecture was taught, leaving out aspects such as pipes or MEP systems.

Today, 14 years later, Revit has completely won over those of us who design fire systems. I have noticed that there are excellent architects who master the use of the software, but lack experience in the design of sprinkler systems. On the other hand, there are many of us engineers specializing in fire systems who do not know the program thoroughly or all the benefits it offers.

What is happening in Mexico? I don't know if it happens in other countries, but here we are required to do a lot in terms of using the program, coordination, and precision in the plans. However, at the same time, we are given two-dimensional electrical or air conditioning diagrams. This leads us to ask: why is this happening? We understand that not all specialists can migrate to Revit.

What's happening now? With 3D modeling, projects are developed faster, but we've been facing problems that weren't apparent in 2D, which in turn causes delays. This has become increasingly common in designs. One engineer commented, "That structural reinforcement has always been like this, why is it now an inconvenience for sprinklers?" The answer is that now the drawing is integrated with other installations.

Another problem is that design lead times have been extended. Before, the complete project was delivered and then construction proceeded. Today, with a model that is constantly being updated, there is no clear end point: you are designing and suddenly they are already installing while you are still not finished. This is a problem we have been experiencing for several years. The difficulty is that those who review the fire protection engineering demand complete information, but the live model does not allow the project to be closed. When the authorities review in the field, something in the design may have changed.

I don't know if this situation occurs in the United States, but in Mexico it definitely does.

Q: What trend in fire sprinkler contracting do you like or dislike, and why?

Without a doubt, three-dimensional modeling is leading the way. I trained in two-dimensional drawing, it's what I know how to do: I'm fast, skillful, agile, I use shortcuts, and I'm very efficient.

That said, although I feel comfortable with two-dimensional drawing, it's being relegated in large projects. What dominates now is three-dimensional modeling. Even virtual reality, which has been making its way for years, is beginning to gain ground in the construction field. Perhaps in other countries it is already widely implemented, but in Mexico it has not yet been consolidated. However, in a few years it will be indispensable.

The interesting thing now is to reflect on how we will prepare to face this transformation.

Q: When do you think the next significant change will occur in the fire sprinkler industry?

I remember that around 2010, at an NFPA Expo, there was already talk about pipe modeling. Curiously, structural engineers were already working in 3D, although they were still sending the information in 2D. By 2017 or 2018, at other AFSA Expos, instructors mentioned that the most innovative thing was to hire gamers, since they had a better spatial perception for 3D; it was just a matter of teaching them to draw.

Back in 2016, we worked on an engineering project for a contractor in the United States. They were already using Revit and doing complete coordination in this software.

Today, in 2024, Revit is completely natural and its use is practically mandatory. The next step will be to fully integrate artificial intelligence and virtual reality. In fact, although they are few, you can already see people using virtual reality glasses in construction projects. By 2028 (and I think that's a conservative time frame), every engineering firm will have at least one set of virtual glasses.

Now, I don't know if VR will ever be able to design sprinklers in detail, but I'm convinced that by 2026 or 2027 there will be people doing entire projects using AI.

As one economist I follow says, "Employment is gone, which means we have more free time." And that's exactly what AI is doing: freeing up our time. All we need to do is learn how to use it to our advantage.

About the Author:

Eduardo Lopez is a licensed engineer (NICET #130312, CFPS 4229, CETRACI S03983714) with Baja Design Engineering in Mexicali, Baja California. He may be reached at: Office: +52 (686) 905-9855, Cell (427) 290-9839, elopez@bajadesign.com.mx.

Trends in Construction

*Articles and Resources from MeyerFire Reflect
Trends in the Fire Protection Industry*

MeyerFire's Top 12 New Articles and Resources of 2024

By Joe Meyer

Here are MeyerFire's Top 12 most-read articles and resources from the past year.

To learn more visit: www.meyerfire.com

#12 Price vs. Access in Fire Protection Learning

– Imagine being able to learn anything you wanted, whenever you wanted, without the barrier of astronomical costs or rigid schedules. The future of education is shifting, and it's unlocking a world where impactful, high-quality learning is accessible to anyone ready to grow.

#11 New Hose Valve Requirement for Forward Flow – The forward-flow test just got a major update, and the means to test are now fairly explicit.

#10 Working-Drawing Updates – The 2022 updates to NFPA 13 working drawings bring changes. Whether you're a designer, reviewer, or estimator, these revisions are set to reshape how we communicate intent, requiring more clarity, detail, and coordination than before.

#9 Stopping Unwanted Fire Alarm(s), By Design – What are the top ways that we can prevent unwanted fire alarm activations in the design stage of a fire alarm system? Use these tips & tricks.

#8 Decoupling & De-Costing: FPE Change is Coming – Are we shaping a profession based on real-world expertise or academic aptitude? As the fire protection industry evolves, the changing landscape of the P.E. Exam raises questions about access and the true measure of competency.

#7 P.E. Prep Added to MeyerFire University – We've brought all our practice questions, added new P.E.-specific courses, and added nearly a decade of data into real-time analytics to help candidates prepare for the Fire Protection P.E. Exam - all at no extra cost as part of MeyerFire University.

#6 Pitot-Converter (With Precision) – We've long converted a pitot pressure over to a flow rate for fire pump or flow tests. But what is the actual range of how much water is flowing? This converter includes an error analysis to tell us just that.

#5 Will Pipe Fit in an Open-Web Joist? – Those pretty systems that are all tucked up into the open-span of a joist – how do we know ahead of time if pipe will fit up there?

Use this tool to see how short pipe would need to be cut to fit into an open web joist.

#4 A Basic Open Fire Sprinkler Specification – Ever read a fire sprinkler specification that was far too long, conflicting, and didn't actually answer the most important questions? We wrote an open-source fire sprinkler specification to help address just this!

#3 A Main Drain Estimator Tool – How much water is flowing from your main drain? Is it enough to validate forward flow on a backflow preventer? What if we want to know the amount, before the system is even installed? This tool does a supply-side balanced calculation.

#2 New MeyerFire Learning Simulations – Check out why we're so excited about the future of learning with our new interactive learning environments.

#1 The "Lanes" of Fire Protection Consulting – How do we solve the systematic problem we have with fire protection bid documents? Picking a lane, and sticking to it, is perhaps the most-important solution.

About the Author:

Joe Meyer, P.E., Fire Protection Engineer/Owner is a licensed Fire Protection Engineer and is the creator of MeyerFire.com – a website dedicated to helping professionals in the fire protection industry. He works now as a full-time content developer for www.meyerfire.com out of St. Louis, Missouri.

He graduated from the University of Kansas in Architectural Engineering and later the University of Maryland in Fire Protection Engineering. In 2019 he worked in fire alarm, suppression, and clean agent design for a large MEP firm in Kansas City and then led a fire protection group for a small MEP & Structural Engineering firm in St. Louis, Missouri.

Joe wrote the MeyerFire *P.E. Prep Guide* (beginning in 2016), compiled the NFSA's *Expert of the Day Handbooks* (2004-2018 and 2019-2020 Editions), and was a contributing author to NFSA's *Layout, Detail and Calculations of Fire Sprinkler Systems* textbook (3RD Edition, 2021).

He has served as a Chapter President in SFPE, and more. For more information visit: www.meyerfire.com.

Reviving Construction's Workforce

Mike Rowe's insights on solving the skilled labor crisis and shaping the industry's future are on Procore's The Power of Construction podcast.

Rowe, an American television host and narrator, is known for the Discovery Channel series "Dirty Jobs" and "Somebody's Gotta Do It," and more.

The construction industry continues to battle a lack of skilled labor, persistent misperceptions about prosperity and opportunity, and an education system increasingly focused on traditional degrees. Meanwhile, millions of jobs that don't require a college degree remain unfilled, even as student debt reaches record highs.

This issue takes center stage in the latest episode of "The Power of Construction," featuring Rowe. An Emmy award-winning TV host, producer, narrator, author, and America's leading advocate for the skilled trades, he shares a fresh perspective on what it will take to revive construction's workforce.

In this episode, they covered: How access to classes like woodshop and welding in schools has shaped today's construction industry; Innovative ways to foster business culture; The untapped power of sharing success stories in construction.

You can find the podcast at: www.procore.com/podcast.

Thoughts and comments...

Help

It is not a top trend but the #1 thing I am hearing is how do we get kids in the fire sprinkler industry. Helpers/Fitters and Foremen are the biggest request. How do we reach kids today.

— Lorrell Bush, Executive Director
Florida Fire Sprinkler Association
a Chapter of NFSA

Modular and More

We are seeing more and more modular construction out here in Arizona. These particular structures are prefabricated indoors, saving time and money, as well as avoiding any type of weather conditions.

There has been "environmentally friendly" green buildings also starting to make a trend out here.

— Jay Jaurigue
www.winsupply.com
Arizona

Charts to Watch in 2025

An article by Sebastian Obando on constructiondive.com, January 7, 2025, said although the year's outlook is uncertain, there are a few of the indicators that will have the greatest impact on building activity, according to economists and other industry experts.

Indicator 1 - Construction Costs: The producer price index tracks materials costs and can help contractors brace for potential impacts on materials including steel...

Costs for material skyrocketed during the Covid-19 pandemic and although prices have since stabilized, they still sit much higher than pre-2020. In fact, inputs to nonresidential construction have increased 39.2% since February 2020, according to the U.S. Bureau of Labor Statistics.

But there may be a silver lining, said Bryan Ehrlich, President of San Antonio, Texas-based NCE General Contractors. He said tariffs could force global suppliers to lower prices in order to stay competitive in the United States.

"We are getting a lot closer to the free market determining prices again," said Ehrlich. "The tariffs will force the out-of-country suppliers to find ways to cut their prices in order to maintain their competitiveness in the marketplace."

Indicator 2 - Inflation: Inflation continues to pose challenges for contractors and developers, said Chad Prinkey, CEO of Well Built Construction Consulting, a Baltimore-based firm that delivers strategic consulting, facilitation services, and peer roundtables for construction executives.

Nevertheless, inflation could continue to tick back up in 2025, said Anirban Basu, Chief Economist at Associated Builders and Contractors. That could keep these financial pressures high, he said.

"Inflation is still meaningfully higher than that 2% Federal Reserve target," said Basu. "That suggests to me that the Federal Reserve is going to have a tough time justifying further rate cuts going forward."

Indicator 3 - Interest rates: Despite the Fed's new hawkish outlook, the cuts that have already happened could unlock fresh opportunities for project starts, and will thus remain a focal point for construction professionals.

Even modest rate cuts can significantly improve financing conditions for commercial construction, said Chris Fisher, Managing Principal at Troy, Michigan-based consulting group Ducker Carlisle.

The Federal Reserve appears unlikely to continue aggressive rate cuts in 2025, as inflation lingers stubbornly above the 2% target, said Basu. That means borrowing costs could remain elevated.

"I think there's going to be a slowdown in the economy next year," said Basu. "Expect to slow down because of these higher interest rates." □



BLAZEMASTER® FIRE PROTECTION SYSTEMS has a blog full of helpful information, including items on installation best practices, design considerations, safety information, and more.

Categories include: Case Studies, BlazeMaster vs. Steel, Chemical Compatibility, Listings and Innovations, BlazeMaster vs. Generic, Installation, Industry News, Commercial, Residential, Video, and more.

You will also find *The Guide to CPVC Fire Sprinkler Systems* that will help you learn how using CPVC can reduce installation costs, save time, and provide environmental benefits.

One article on the site, *Good Day Sunshine: Dispelling Myths about CPVC and UV Light* by Michelle Knight, addresses the harmful effects of UV light. For those of us in the fire protection industry, we think about the impact of UV light on CPVC pipe and fittings – and, unfortunately, the topic is plagued by misconceptions.

Other articles include: *Decoding the Print Line: How to Make Sure You're Using Genuine BlazeMaster® Pipe and Fittings*, by Dominic Colletti; *How to Use Flexible Drops with BlazeMaster® Fire Protection Systems*, by Paul Winstead; *Prevent Your BlazeMaster® Fire Sprinkler System From Freezing This Winter* by Lainey Liotta.

For more information visit: www.blazemaster.com

C-AIRE COMPRESSORS has a broad offering of air compressors listed for fire protection in accordance with the new 2025 NFPA 13 requirements.

Their NFPA 13-compliant products include the following configurations and applications: Single-Phase Electric; Three-Phase Electric; Riser/Wall Mount; Tank Mount; Baseplate; Oilless (Whisper Quiet); Oil-Lubricated (Heavy Duty); Dry Air Series - FM Approved for Refrigerated/Freezer Spaces; Air Maintenance Device (CAMD1).

C-Aire offers: One-stop solution for code-compliant air compressor systems; Confidence in specifying C-Aire prod-

ucts for fire sprinkler systems; Faster project approvals from local AHJs; Simplified specification process for engineers and contractors; Peace of mind knowing your air compressor meets nationally recognized safety standards

For more information contact: C-Aire Compressors, 380 W 1st Street, Dresser, WI 54009-9042; (651) 462-3440, sales@caireinc.net.

DESIGNERHUB has a website that is a community of professionals in the Fire Protection, Fire Alarm, Mechanical, Electrical, and Plumbing industries where they can network, help people get hired, help companies hire employees, as well as get projects, contract designers, and get noticed.

You can sign up as a Partner to promote your products and services. Partners can advertise on the home page.

DesignerHub makes it easy for companies to hire employees by advertising on the Employment Board.

Sign-up if you are looking for design, engineering, or consulting services and/or looking to hire employees.

You can also: Outsource your design, BIM, modeling, detailing, and engineering work; Hire the right professionals to join your team; and more.

DesignerHub makes it easy for design companies to get projects by advertising on the Design Company Board.

Design companies may sign-up if they are an engineering firm, freelance designer, or design company, and will be able to network with companies who have projects that require your services.

For more information visit: www.DesignerHub.com.

GENERAL AIR PRODUCTS has over 85 years of experience engineering, manufacturing, and distributing industrial compressed air, process cooling, and pumping equipment for a variety of industries. They offer a diverse group of industrial machinery specifically tailored to your needs and offer unmatched customer service and technical support for the entire life of their equipment.

Their new Webinar Series includes:

Course #1: Vapor Corrosion Inhibitors & Comparison to 98% Purity Nitrogen – Exploring the latest findings on corrosion mitigation in dry and pre-action fire sprinkler systems, this presentation dives into recent testing data, including a head-to-head comparison of Vapor Corrosion Inhibitors (VCIs) and 98% purity nitrogen.

Course #2: Fire Protection Air Supply Decisions – Choosing the Right Air Supply for Your Dry or Pre-action System – With multiple air supply options available for dry and pre-action fire sprinkler systems – compressed air, dry air, nitrogen, and vapor corrosion inhibitors – it can be challenging to determine the best fit for each application.

Course #3: 2025 NFPA Codes & Standards Updates for Fire Protection Air Supplies – Stay up-to-date with important changes in fire protection standards! This session highlights key updates in the 2025 edition of NFPA 13, including new Listing requirements for Fire Protection Air Compressors and the adoption of Vapor Corrosion Inhibitor (VCI) technology.

For more information contact: General Air Products, 115 Summit Drive, Exton, PA 19341; 800 345 8207, www.training.generalairproducts.com

KELLY P. REYNOLDS & ASSOCIATES, INC. offers Building Code Consultancy nationwide, with locations in Chicago, Phoenix, and Boston.

Kelly is also the publisher of the *CODES & STANDARDS* newsletter.

For more information contact: Kelly Reynolds, 800-950-Code (2633), Codexperts@Aol.com, www.kellyreynoldscodes.com.

OLIVER FIRE PROTECTION & SECURITY'S *Blue Flash Newsletter* shares trends and insights within the fire protection & security industry. The January 2025 edition includes an article on *The Importance of Fire Pump Churns: Ensuring Safety and Reliability* – When it comes to fire safety, every component

of a suppression system plays a role in protecting both property and lives. Among these, fire pump churns may not be the most discussed, but they're vital to maintaining system reliability. Here's why fire pump churns deserve attention.

Another article addresses *Cold Weather Safety on the Job Site* – When winter hits, job sites turn into a battleground between productivity and the harsh reality of cold weather. Staying safe isn't just about bundling up – it's about understanding the risks and taking steps to protect yourself and your crew.

And *Dry Sprinkler Systems and Sprinkler Heads* – Dry sprinkler systems are most commonly used in locations where a wet pipe system cannot be heated to prevent freezing. According to NFPA regulations, dry pipe systems are typically installed where ambient temperatures can drop below 40°F.

Their regional office is at: Oliver Fire Protection & Security, 24 Cokesbury Rd, Suite 9, Lebanon, NJ 08833; (610) 277-1331, marketing@oliverfps.com.

Headquarters: Oliver Fire Protection & Security, 501 Fehely Drive, King of Prussia, PA 19406.

RAPID FIRE SAFETY & SECURITY (RapidFire) has announced the acquisition of **KANE FIRE PROTECTION** (Kane), a full-service fire protection contractor based in the St. Louis metropolitan area according to an item, January 9, 2025, on www.securitysystemsnews.com

The acquisition of Kane Fire Protection expands RapidFire's service offerings with the addition of Kane's fire sprinkler services. This represents RapidFire's second acquisition in the St. Louis market, where it is also headquartered.

Kane serves both the St. Louis and Southern Illinois metropolitan areas. Kane started in 1999 as a division of Kane Mechanical, which was originally established in 1949 as Kane Plumbing. In 2005, Kane Fire Protection was established as its own entity specializing in fire suppression system design, installation, and testing.

Kane is an ideal addition to the RapidFire family, according to the company. Following the close, all of Kane's employees will remain with the company, ensuring continuity and a strong presence in the St. Louis market. This ad-

dition not only strengthens RapidFire's footprint in the region but also enhances their ability to offer integrated fire protection and security solutions in this market.

Kane is a NICET Level III certified, full-service fire protection company. Their full-service installation covers consultations, inspections, engineering, testing, permits, approvals, and design drawings. In addition to fire sprinkler installation for new construction, Kane is an expert in retrofit and upgrades to existing systems, as well as ongoing inspection, test, and maintenance.

"I'm incredibly excited to welcome the talented team from Kane to the RapidFire family," noted Mike McLeod, CEO/Founder. "Pat Kane has built a fantastic company with a strong reputation for quality and customer satisfaction. We've long admired Kane Fire, and I'm confident that together, we can achieve even greater things. This acquisition allows us to expand our reach in the St. Louis metro area to better serve our combined customer base, by providing even more comprehensive fire protection solutions. I'm looking forward to working closely with Pat and the entire Kane team as we embark on this exciting new chapter."

Kane's top priority is safety. While delivering exceptional customer satisfaction remains a core value, the company is equally committed to installing every system with the highest level of quality. Its skilled workforce, from Sprinkler Fitters Local 268, is composed of professionals who have completed a rigorous, approved five-year apprenticeship program, ensuring expertise and precision in every project.

"We're thrilled to join forces with a great operator like Pat to expand our service offering in the St. Louis market," added Adam Lucas of Concentric Equity Partners.

For more information visit: www.kanefireprotection.com.

SFS SECURITY FIRE SYSTEMS is a leading provider of fire sprinkler systems and services for the hospitality, healthcare, education, retail, aviation, government, residential, and religious industries.

For more than two decades, SFS has been a trusted partner of builders in Texas, Arkansas, Oklahoma, Colorado,

and Kansas.

The Private Equity firm Blackford Capital bought this Texas fire safety company, according to an item by Mark Sanchez, January 10, 2025, on www.crainsgrandrapids.com.

Blackford Capital has formed a new portfolio focused on fire safety security with the acquisition of a Texas company.

TELGIAN ENGINEERING & CONSULTING, LLC (TEC) is a full-service global engineering and risk mitigation consulting firm specializing in complex, multi-discipline public and private sector projects. TEC provides professional services related to the protection of people, property, information and organizational mission against preventable losses including full-scale fire testing, strategic/enterprise risk management, fire protection engineering, security, environmental health and safety, emergency management, operations continuity and construction administration services.

Since 1985, TEC has worked hand-in-hand with clients such as architects, engineers, owners, developers, risk and facility management firms, construction teams and government agencies. TEC's professionals are dedicated to delivering value through effective protection solutions that meet today's risk challenges. In addition to a uniquely global perspective, the company also offers in-depth knowledge of local, state and federal compliance requirements.

Since 1985, Telgian Fire Safety has served as a trusted partner to clients around the globe, providing innovative solutions and keeping facilities safe, compliant and on budget. Telgian's expertise includes testing, inspections and repair of Fire Life Safety Systems including Fire Sprinkler Systems, Fire Alarm Systems, Fire Extinguishers, Kitchen Hood Suppression Systems, Emergency/Exit Lights, Special Hazards, Clean Agent Systems and Fire Alarm Monitoring.

Telgian specialize in service to multi-location properties, as well as large single-campus facilities. Telgian provides fire safety inspection services to approximately 50,000 locations annually.

For more information visit: www.telgian.com.

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Owning Our Losses and Our Wins

By Russ Leavitt

Kevin Sharer, the former CEO of Amgen, penned an essay that is a good reminder of an attitude adjustment that many of us know through our own experience is key if one wants to truly transform his or her life – personally and professionally. The essay is titled “Blame.” Even though we are not all CEOs or senior executives, the things he writes about apply in some fashion to all jobs or responsibilities.

Sharer wrote that all of us at some point in our career, the failure of a colleague or subordinate to get a job done left us angry, frustrated, and maybe even concerned for our own professional success. When the stakes are high in a complex situation, depending on colleagues to make the right moves is stressful – and when things are not going well, it can be downright maddening.

He shared a dark experience in a previous job that had those elements. He was serving as the CEO of a company that had a product and financial crisis that was playing out in national media. The company was being attacked on all fronts and the stock price was plummeting. He recalled that his two most capable and trusted colleagues were responsible for managing the day-to-day response. But it became apparent that, for the first time in their six years working together, his lieutenants were not working effectively together. In fact, they were making things worse.

Sharer stated that his own state of mind was bad. It was filled with disgust, fury, fear, and indignation. While this was going on, he was sitting alone at a restaurant table, waiting for dinner companions who had been delayed by traffic. His table had a blank white paper tablecloth. He pulled out a pen and tried to organize his thoughts. While doing so, the question occurred to him: How much of his colleagues’ performance problem did he actually own?

That question inspired him to start scribbling. Soon, he had a lengthy list of things he could and should have done differently, all the way from resource allocation and building long-term capabilities, to his personal engagement in the crisis. He emphasized that it was not an exercise in self-loathing or defeatism, but rather an authentic, honest, and complete analyses of how he had failed to do his part.

The following Monday, when he met with his colleagues to review the situation, he arrived with a different attitude. He started the meeting by describing, calmly and with total candor, how decisions he had made in the past had created the

present crisis and shared what he was prepared to do. In short, he owned the problem. He recounted that he and his team then decided together how they would not only manage the immediate situation but also the changes needed to strengthen the company for the long run.

He admits that a major reason his new approach allowed them to make better progress was that it stunned his colleagues. Any defensive feelings they had were swept away. But just as important, his reviewing how he had helped

create the problem gave more clarity and conviction about what he could fairly ask of them. At the end of the crisis, the company emerged better than ever – and that is something they owned together as well.

The most important reminder from this article is the necessity to be completely honest with ourselves and to genuinely believe that we are responsible for our own actions. Even though we know better, we far too often find blame for our problems in those around us when in actuality, the only one to blame is ourselves. When the going is rough, if we can stop and look at ourselves and the part we are playing in the problem and honestly decide to “own” it, we then have the power to enact real change and exert positive influence with our teammates in finding a workable solution. As Sharer points out, when we “own” our failures we then are in a position to “own” our successes.

A good lesson to remember going forward.

About the Author:

Russ Leavitt is the Executive Chairman of Telgian Holdings. With over 40 years of experience, he holds a Level IV certification from NICET in Fire Sprinkler Layout and Certified Fire Protection Specialist (CFPS) designation. He is a Board Member and Chair of the National Fire Protection Association (NFPA), and the Chair of the NFPA 13 Sprinkler System Discharge Criteria technical committee. He also serves on the NFPA 13 Installation committee, as well as the NFPA 3, NFPA 4, and NFPA 25 technical committees. Russ conducts seminars internationally on a variety of fire and life safety related subjects and has authored a number of articles and training materials.

For more information visit: www.telgian.com.



New Pilot Pressure Regulated Flow Control System

The new Pilot Pressure Regulated Flow Control System offers a solution for managing water flow in fire protection applications. Featuring a Viking J-1 Flow Control Valve with specialized pilot regulating trim, it ensures consistent discharge pressure and efficient flow control, making it ideal for handling excess flow. The system reduces pressure surges and water hammer, protecting components and enabling smooth operation. A standout feature is its quick remote shut-down capability, essential for post-operation aborts.

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The Valve and System Configurator makes it a breeze to build out your system riser. Check it out by scanning the QR code, or visiting webtools.vikingcorp.com/valveconfig.

Sprinkler Fitters Association of California

The Sprinkler Fitters Association of California (SFAC) is an Unincorporated California Non-Profit Association.

The Sprinkler Fitters Association of California's mission is three-fold; the promotion of fire sprinklers, fire sprinkler training, and promoting the use of qualified sprinkler fitters to install fire extinguishing life safety systems. Statistics have proven that properly installed fire sprinklers save lives.

Legislation: The United Association supports updating the *Tax Code* for fire sprinkler systems by decreasing the depreciation schedule for residential and commercial buildings. Modernizing the *Code* will guarantee the safety of America's families, benefitting property owners while creating substantial numbers of construction and manufacturing jobs for our members.

Resources: SFAC works with the National Fire Sprinkler Association, Northern Illinois Chapter; Orange County Fire Authority; Riverside County Fire Department; Residential Fire Safety Institute; and more.

For more information visit: www.californiasprinklerfitters.org.

California American Fire Sprinkler Association

The California American Fire Sprinkler Association (CAFSA) apprenticeship program is committed to the proposition that training and skill development of the workforce is absolutely essential.

The CAFSA apprenticeship program is approved through the State of California's Division of Apprenticeship Standards and the U.S. Department of Labor's Office of Apprenticeship Training, Education, and Labor (OATELS). It is a five-year, performance-based program, consisting of a 10-level regimen of home study, classroom instruction, hands-on lab work, and on-the-job training. Our program develops your employees into skilled, motivated, and productive craftspeople.

Mission: Through comprehensive state and federally approved apprenticeship training programs, CAFSA develops apprentices into trained and skilled journeymen within the fire sprinkler industry.

Vision: Provide a career training pathway within the merit shop fire protection industry to protect every California life, property, and business.

For more information visit: www.cafsa.org.

Greater Bay Area Chapter of AFSA

AFSA's Greater Bay Area Chapter is holding a free seminar for AHJs on *Plan Review and Hydraulic Calculations*, on **February 27, 2025**, 8:00 a.m.-5:00 p.m., at the DoubleTree by Hilton, 720 Las Flores Road, Livermore, California.

They will also hold a CAL Fire Approved Fitter Class on *Fire Pump & Sprinkler System Installation*, on **February 28, 2025**, from 8:00 a.m.-5:00 p.m., at Las Positas College, 3000 Campus Drive, Room 1011, Livermore, California.

The 2025 Charity Golf Tournament will be held Monday, **June 9, 2025**, hosted for the very last time at the beautiful Ruby Hill Golf Club. This event promises to be bigger and better than ever.

Here's what is in store: Breakfast to fuel you up before your round. An exciting new addition – Chick-fil-A will be at one of the holes, handing out fresh, delicious food. There will be a \$25,000 Hole-in-One Contest sponsored by Assured Partners.

A banquet after play will wrap up the day with great food, awards, and camaraderie.

For more information contact: Alicia Karrick, Executive Director, Greater Bay Area Chapter, American Fire Sprinkler Association, (510) 398-9185, www.AFSA-GBA.org.

KY Fire Sprinkler Contractors Association

The Kentucky Fire Sprinkler Contractors Association will hold their 1st quarterly KFSCA membership meeting for 2025 on **Monday, February 10** at Martin's BBQ Joint. Registration will begin at 5:30 p.m., EST, and dinner will begin at 6:00 p.m.

The meetings' educational portion will be on "Peerless FireConnect" with speaker Jason Halle, Peerless Regional Sales Manager. FireConnect offers a broad range of features for both customers and contractors, including remote, real-time monitoring of the pump room's health. Key features include tracking pump starts and stops, diesel fuel levels, voltage and power levels, alarms (both current and historical), and pressure readings. These are just a few examples of the system's many capabilities.

The 2025 KFSCA Foundation Annual Golf Outing is in the works. Watch for information soon.

Membership: Any firm, company, or corporation engaged in the installation or servicing of fire protection systems and is registered by the proper authorities of Kentucky or is a supplier of materials thereto, may become a regular member of this Corporation.

Associate members shall be companies, firms, or corporations who are direct suppliers of materials to contractor members. Each associate member firm shall designate one employee representative as the agent to the Association.

An employee of any member firm, company, or corporation as defined in section one (1) may be a designer member if that employee possesses a valid NICET certification. Designer members are not entitled to vote.

The current Association Leadership, Executive Committee includes: President Casey King, Secretary/Treasurer Todd Pottlitzer, Director Dale LeGrand, Director Daniel Looney, Associate Director Spencer Dunning, Vice President Ryan O'Hara, Past President Ed Mayer, Director Brett Wiggins, Director Mike Bogard, Associate Director Mike Newton.

For more information contact: KY Fire Sprinkler Contractors Association, 5932 Timber Ridge Dr, Suite 101, Prospect, KY 40059; (502) 223-5322, info@kfsc.org.

Fire Sprinkler Contractors Association of Nebraska

The Fire Sprinkler Contractors Association of Nebraska has, since its inception, been dedicated to bringing together fire protection industry professionals, to keeping abreast of changes in codes and regulations, to providing educational opportunities for the industry, and promoting fire sprinkler installations as a means of saving lives and property.

They are holding a Backflow Preventer Continuing Education Seminar on Friday, **May 9, 2025**.

The 18th Annual Burn Aid Golf Classic will probably be held in June. More details will be available soon.

Board & Staff: FSCAN's Board members and staff represent decades of experience in every facet of the industry, from system design through construction and into maintenance and inspections. Current leadership: President Christopher Meininger, Meininger Fire Protection Fire Sprinkler and Alarm; Vice-President Jacob Zech, Continental Fire Sprinkler Company; Treasurer Les Swanson, Bullseye Fire Sprinkler, Inc.; Secretary Kevin Mendick, Meininger Fire Protection; Administrative Staff Melissa Kimball, Mahoney Fire Sprinkler, Inc.

For more information contact: Fire Sprinkler Contractors Association of Nebraska, PO Box 874, Norfolk, NE 68702-0874; (402) 304-6984, <https://fscan.org>.

Northern Illinois Fire Sprinkler Advisory Board

NIFSAB celebrated its 1,000th side-by-side burn trailer demonstration at a ribbon-cutting event on December 9, 2024, when it participated in an official ribbon-cutting event with the City of Aurora for contractor Shambaugh & Son Fire Protection's new office location. As part of the event, NIFSAB conducted a Christmas tree side-by-side burn demonstration for attendees, which was a record 77th demonstration of the year and the 1,000th organizational side-by-side demonstration.

North Chicago Recognized as Home Fire Sprinkler Community: On November 18, NIFSAB recognized the City of North Chicago elected fire and building officials for recently updating their codes to include fire sprinkler protection in new construction homes.

On December 11, they brought the fire sprinkler valve training trailer to the Illinois State Fire Marshal's Office in Springfield to train with the Fire Prevention Division staff. That brought the total number of participants trained in the trailer to more than 4,015 over the course of the program's five years, and 825+ participants in 2024. If your fire department is interested, dates for 2025 are almost fully booked. Act fast to secure a date for free training with your fire department.

Illinois News: State Building Code Now Effective; Grants Available for Fire Sprinkler Retrofits in Fire Stations: On January 1, 2025, new state Building and Residential Codes took effect as the minimum codes throughout the state. Communities may adopt more stringent codes but must stay within three code cycles (nine years). Please make sure that home fire sprinklers, which have been in the *International Residential Code* since the 2009 edition, do not get amended out when code updates occur.

Also, the Illinois State Fire Marshal's Office now has ap-

ASSOCIATION NEWS, Continued on page 27

American Burn Association (ABA) is actively supporting burn centers and healthcare providers responding to crisis. This includes monitoring for situations where entire neighborhoods could be impacted, resulting in surges of burn patients.

Dr. Sharmila Dissanaik, President of the ABA, shares, "In the face of disasters like these [California] wildfires, it's crucial that burn centers and first responders have the tools and support they need to provide lifesaving care."

The ABA offers a variety of resources on its website to support healthcare providers, first responders, and the public. These include guidelines on burn prevention, wildfire safety, and burn injury treatment, as well as tools to help hospitals and burn centers prepare for disaster scenarios.

The ABA encourages first responders and healthcare providers to enhance readiness by completing the Advanced Burn Life Support® (ABLS) Now course. This on-demand program provides essential skills for the immediate care of burn patients.

The American Burn Association (ABA) is dedicated to improving the lives of those affected by burn injuries through advocacy, education, research, and prevention. Founded in 1967, the ABA supports burn care professionals, burn care organizations, and works to advance the quality of burn care worldwide.

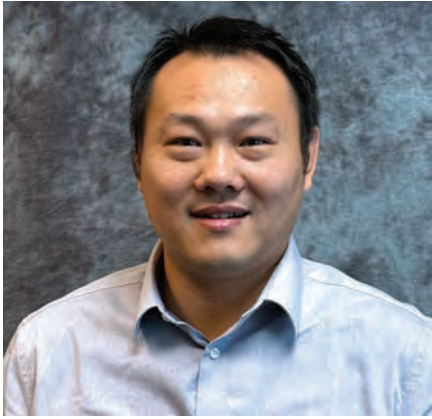
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Li Li has joined Telgian Engineering & Consulting as Regional Practice Leader, Fire Protection Engineering. In this position, Li will be responsible for the implementation of fire protection solutions and strategies serving TEC clients in the Pacific Northwest region.

Previously at Columbia Fire LLC, Li held a variety of positions including Project Executive and Director of Operations. A proven leader with over 10 years of experience in the management of fire protection operations, Li will focus on partnering with clients to provide fire protection and life safety engineering, design, and consulting solutions for a wide variety of business sectors.

“Li will spearhead the growth and management of our fire protection engineering practice in the Pacific Northwest,” says TEC Vice President – West, Drew Gerard. “He is recognized for his exemplary leadership and forward-thinking solutions, and his expertise in project management, operations, and design strategies will be a great asset to our team.”

Certified in NICET III Water-Based Systems Layout, Li earned his B.A. degree from The International Academy of Design and Technology (IADT) in Seattle.

For more information visit: www.telgian.com.

Send **PEOPLE** items to:
info@fpcmag.com

Ken Isman, CEO, Isman Associates, will speak on *NFPA 13 – 1983 to 2025* at the NFSA Annual Seminar and North American Fire Sprinkler Expo, May 7-9, 2025, to be held at the Music City Center, 201 Rep. John Lewis Way South, Nashville, Tennessee.

Ken has B.S. (Fire Protection Engineering) and M.S. (Business Management) degrees from the University of Maryland. From 1987 to 2014, he worked in the Engineering Department of the NFSA, the last eight years of which he was the Vice President of Engineering. During those years, Ken was a member of the NFSA’s E&S Committee, holding positions of Assistant Secretary, Secretary, and Senior Staff.

From 2014 to 2024, Ken held the position of Clinical Professor in the Fire Protection Engineering Department of the University of Maryland, teaching classes in fire protection systems design, performance-based design, and life safety analysis.

Ken is a Registered Professional Engineer (Connecticut) and has won numerous industry awards including the SFPE Harold Nelson Service to the Industry Award, the NFPA Standards Medal, and the University of Maryland’s Dean’s Outstanding Professional Track Faculty Award.

For more information visit: www.nfsa.org.

Jack Coffelt, Director of Fire and Life Safety Partnerships at ServiceTrade, will also be a speaker at the NFSA Annual Seminar and North American Fire Sprinkler Expo.

He will cover *Understanding NFPA 25 Table A.3.3.8: Is it Critical, Non-Critical, or Impaired?*

Jack will walk you through where the table came from, and where it is today. You will understand the Task Group’s thought processes when evaluating and editing the Table during the 2023 cycle. You will also learn some conversational points to talk with your AHJs about how you and your company utilize the table regardless of whether this edition is enforced or not.

Jack’s 30 years of experience in the fire and life safety industry gives him

extensive, practical knowledge across all the different fire inspection disciplines. Jack served as a Fire Life Safety contractor for 20+ years, after his 10-year U.S. Navy career where he honed his skills as a fire and security technician. That perspective helps Jack understand the unique needs and pressures faced by life safety contractors.

He served as the General Manager of fire and life safety software company Asurio before its acquisition by ServiceTrade in September 2022. Prior to that, he created Siemens’ commercial fire and security business. He also was responsible for overseeing Siemens’ fire life safety inspections service and inspections business, as well as developing products and processes, staying up to date on code changes, and more. Jack also facilitated the creation of a new business development program for Potter Electric Signals Company, and served in leadership roles for Affiliated Computer Systems, Security Fire Systems, Honeywell’s Fire Alarm Division, Simplex-Grinnell, and Kidde-Fenwal.

Jack actively participates in a variety of fire life safety committees, helping set new standards in the ever-evolving world of fire life safety.

Johnathan Carl, CET, Senior Fire Protection Specialist at Victaulic, will be a speaker as well at the NFSA Annual Seminar and North American Fire Sprinkler Expo.

He will be covering *NFPA 14 & 25: ITM of Standpipe Systems Components*.

Johnathan holds multiple NICET certifications and multiple NFPA certifications, and has 25+ years in the Fire Protection Industry as a Journeyman Sprinklerfitter, Project Manager, and lead Service/ Inspector.

He has served as a Captain for the South Whitehall Fire Department Engine 32 for 17 years and has also served as the AHJ for the Flakeboard/Arauco plant in Moncure, North Carolina.

Johnathan currently serves on NFPA 14, 24, and 420 as a Principal Committee Member, is a former NFPA 13 Alternate Member, and services the NFSA/NFPA 25 Task Force Committee. He has delivered multiple fire protection seminars

and training throughout the United States, South America, and Canada, and is a member of NFPA, NFSA, ASCET, NICET, and AFSA.

Karl Wiegand, Senior Application Engineer, Victaulic, will cover *What's Up in the Attic* at the NFSA Annual Seminar and North American Fire Sprinkler Expo.

This class will discuss some of the major difficulties with designing attic protection systems. It will identify how typical construction affects heat movement in attics and how this creates issues using traditional NFPA 13 prescriptive *Standard* requirements. It will then provide a high-level overview of the specially listed Back-to-Back and Low Flow Specific Application Attic Sprinkler Protection Schemes.

Karl works in the Fire Protection Application Engineering Group at Victaulic, where his primary duties consist of providing technical support, providing training, and representing Victaulic's interests within the fire protection industry.

He holds a Professional Engineering license in the field of Fire Protection Engineering and is a graduate of Worcester

Polytechnic Institute with a Bachelor of Science degree in Mechanical Engineering and a Master of Science degree in Fire Protection Engineering.

Over the last 15 years, Karl has held positions on NFPA 15, 16, 24, 420, and 750 as well as AWWA's Backflow, Water Metering, and Fire Protection committees and Underwriters Laboratory's UL199 STP.

He continues to represent the sprinkler industry on NFPA 13, 30B, 101, 820, and 5000, Underwriters Laboratory's UL262 STP, and the NFSA Engineering and *Standards* Committee.

Melisa Rodriguez, Vertical Business Development Leader – Storage with Johnson Controls (JCI), will be covering *Window Sprinklers and Water Curtains* at the NFSA Annual Seminar and North American Fire Sprinkler Expo.

This presentation will go through the various options to utilize sprinklers in lieu of fire rated construction. She will discuss the appropriate use of window sprinklers, how they are different from atrium enclosure protection, and how the term water curtain has evolved and how it can or cannot be applied for prescrip-

tive code compliance.

Melisa is a licensed Fire Protection Professional Engineer with 20 years of experience in the industry and has held various roles including Project Manager, Designer, Lead Fire Protection Engineer, and Senior Business Development Manager.

She is also NICET Certified Level IV in Water Based Systems Layout. She earned her Bachelor of Mechanical Engineering and MBA from the University of Minnesota located in Minneapolis, MN. Melisa serves as Chair on the MN Board of Licensure (AELSLAGID), Vice-Chair of the MN Governor's Council for Fire Prevention and Control, a Principal Member of NFPA 14, 13R/13D, and 88A Technical Committees, Alternate Member of the NFPA 13 Discharge Committee, NFSA Future Leadership Committee Vice-Chair, SFPE Virtual Learning Subcommittee Chair, and President of the MN Chapter Society of Fire Protection Engineers.

For more information visit: www.nfsa.org.



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The Greater Bay Area Chapter of AFSA: *Stronger Than Ever*

The Greater Bay Area Chapter (GBA) of the American Fire Sprinkler Association (AFSA) has reached an exciting milestone, becoming the strongest and most active it has ever been. Built on a foundation of collaboration, innovation, and a relentless commitment to supporting its members, the Chapter continues to grow and thrive under the guidance of its dedicated Board of Directors, comprised of local contractors and associate members. Together, this leadership team has cultivated a Chapter that not only meets but exceeds the needs of its members.

Key Achievements

Robust Leadership and Vision

The GBA Chapter Board of Directors represents a unique blend of experience and expertise. Local contractors, associate members, and industry professionals collaborate seamlessly to achieve a common goal: advancing the fire sprinkler industry and serving the best interests of their members. This unified approach has been the driving force behind the Chapter's success and has established it as a model for others across the nation.

Educational Initiatives and Training Opportunities

Over the years, the Chapter has placed a strong emphasis on education and training, offering its members valuable resources to stay ahead in the ever-evolving fire sprinkler industry. This includes hosting seminars such as the recent "Navigating NFPA 14 - Installation of Standpipe Systems," which provided attendees with 0.8 CEUs toward their license renewal. Taught by AFSA President Bob Caputo, this seminar exemplifies the Chapter's commitment to providing high-quality learning experiences for its members.

The Chapter also partners with industry experts to offer interactive lunch-and-learn sessions, like the one recently led by General Air's Jeff Hill on air compressors, nitro generators, and vapor pipe shields. These events not only enhance members' technical knowledge but also foster meaningful connections within the industry.

Expanding Membership and Inclusivity

The GBA Chapter has made significant strides in expanding its membership and promoting inclusivity. Authorities Having Jurisdiction (AHJs) are invited to join the Chapter at no cost, allowing for greater collaboration and communication between contractors and fire officials. The Chapter's proactive outreach efforts have strengthened its network and fostered a sense of community among its members.

Innovative Meeting Formats

Recognizing the challenges of modern schedules, the GBA Chapter has adopted a hybrid approach to its meetings. Quarterly Chapter meetings are held via Zoom, ensuring easy participation for all members. These virtual gatherings are supplemented by an annual in-person meeting, complete with lunch and networking opportunities, provided free of charge. This blend of accessibility and face-to-face interaction has been a key factor in boosting member engagement and satisfaction.

Unwavering Support for Outside Programs

The Chapter's commitment to the future of the fire sprinkler industry is evident in its active involvement with apprenticeship programs. Its Board of Directors includes members who participate in Cal Fire's AES committees, as well as others who contribute to AFSA National committees and local apprenticeship initiatives. These efforts ensure the development of a skilled and capable workforce, poised to lead the industry into the future.

Enhanced Member Resources

The GBA Chapter continuously seeks ways to provide value to its members. The Chapter's website hosts the past four years of meeting recordings, accessible exclusively to members. This archive of knowledge serves as a valuable resource for those looking to stay informed and engaged with Chapter activities.

Looking to the Future

As the Greater Bay Area Chapter of the AFSA continues to grow, it remains steadfast in its mission to serve its members and advance the fire sprinkler industry. From educational opportunities and collaborative meetings to community engagement and advocacy, the Chapter's achievements reflect the passion and dedication of its leadership and members.

With its strongest foundation yet, the GBA Chapter is poised to reach even greater heights in the years to come, ensuring its members have the tools, resources, and support needed to succeed in an ever-changing industry.

Together, the Greater Bay Area Chapter of the AFSA is building a brighter, safer future for all.

For more information contact: Alicia Karrick, Executive Director, Greater Bay Area Chapter, American Fire Sprinkler Association, (510) 398-9185, aliciagbaafsa@gmail.com, www.AFSA-GBA.org. □

Greater Bay Area Chapter
American Fire Sprinkler Association
www.AFSA-GBA.org

plications available for its Fire Station Construction & Rehabilitation Grant Program through **February 28, 2025**. Grants will be awarded up to \$350,000; a total of \$5 million is available. Municipal and fire officials should consider applying for the grant if they have any fire stations that are not currently protected with fire sprinklers. Retrofitting fire sprinklers is an important investment in protecting the firefighters and staff that protect their communities.

Out & About: Conferences & Events: NIFSAB participated through exhibits, presentations, and sponsorships at numerous conferences and events at the end of 2024: Illinois Community Risk Reduction Conference, Northern Illinois Fire Inspectors Association Symposium, NFPA Fire Sprinkler Initiative State Coalitions virtual meeting, Illinois Fire Inspectors Association's "Did You Know?" virtual mini-seminars, and Condo Lifestyles "State of the Industry" Seminar.

Illinois Sprinkler Saves: Recent fire sprinkler saves are reported in Arlington Heights, Bedford Park, Champaign, Chicago, Evanston, Forest Park, Glenview, Green Oaks, Oak Lawn, Rock Falls, Rockford, Romeoville, South Holland, Sycamore, Urbana, and Wheeling.

National Burn Awareness Week (February 2-8): NBAW Week, presented by the American Burn Association, is a chance to unite and promote burn prevention and awareness in communities. This year's theme focuses on reducing burn risks in homes.

Fire Departments Customize Christmas Tree Fire Video: Thanks to the 24 organizations that customized NIFSAB's Christmas tree fire safety video this year as part of their public education outreach during the holiday season. In the past four years, the video has now been customized by nearly 100 organizations and the generic version has been shared by thousands more.

Upcoming Events: NIFSAB will be participating in the following upcoming conferences and events: Project Fire Buddies Gala (**February 8**), Chicagoland Cooperator Expo & Southland Friends of Labor Annual Jobs Breakfast (**February 24**), Illinois Fire Inspectors Association Fire & Life Safety Conference (**March 26**). Also, the National Fire

Sprinkler Association's Annual Seminar & North American Fire Sprinkler Expo that will be held in Nashville from **May 7-9**.

For more information contact: Northern Illinois Fire Sprinkler Advisory Board, 7605 185th Street, Tinley Park, IL 60477; (708) 403-4468, nifsab@nifsab.org, www.FireSprinklerAssoc.org.

British Automatic Fire Sprinkler Association

The British Automatic Fire Sprinkler Association (BAFSA) has its new *L2 Certificate in Fire Sprinkler Installation* course now available and the BAFSA

Training Center is now live. You may learn about the courses they offer and book online.

BAFSA is the UK's leading professional trade association for the fire sprinkler industry and in 2024 celebrated its 50th anniversary.

BAFSA's members install more than 85% of the sprinkler and water mist installations in the UK.

Their technical team has created an ever-expanding database of knowledge to assist with your queries on everything sprinkler related.

For more information contact: www.bafsa.org.uk.



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Not Another Meeting!

By Russ Leavitt

Meetings are a fact of our work lives. I had a wise mentor who once stated, “It takes a very, very, very good meeting to beat no meeting at all!” I read a quote from a respected business consultant who said, “I wish I had a dollar for every time I have called someone, and I was told he or she was in a meeting. I often wonder if they are in a meeting to see if they should have a meeting.”

Meeting King, which is a meeting consultancy, estimates that in the United States alone over 11 million “formal” business meetings are held each day and it is estimated that \$37 billion is wasted on unnecessary meetings every year. Meeting King also offers the following stats:

- 37% of employee time is spent in meetings.
- Managers attend more than 60 meetings per month.
- 39% of meeting participants admit to dozing off in a meeting.
- More than 70% brought other work to the meeting.
- Between 25 and 50% of meeting time is wasted.

Yes, meetings are a fact of our business lives. However, rather than just enduring meetings, how can we make them work to the greatest advantage? We do this by ensuring that the meeting has a defined purpose and specific goals to be achieved. Along with this, meeting attendees need to know why they were invited, what needs to be done, and how to know if the meeting was successful.

Here are some suggestions on having successful meetings:

- **Set an Agenda.** List the issues to be discussed and decided. It should contain firm start and end times along with times allocated for each issue. Time limits help people to be better prepared to discuss the subject at hand.
- **Start on Time.** Never wait for latecomers. If someone is late, do not go back rehash covered material. Do not punish those who are prompt by rewarding those who are late. This is most critical if you are the meeting host or facilitator. And never forget – a great meeting can turn into a disaster if you push past the end time.
- **Appoint a referee.** The referee ensures that the discussion stays on track and to interrupt if the discussion strays off topic. Any new issues that arise should be tabled for later discussion or may warrant a separate meeting.

“...rather than just enduring meetings, how can we make them work to the greatest advantage?”

- **Keep and distribute minutes.** A scribe should be appointed to keep notes. The written record does not need to be extensive. The minutes should record the attendees, any agreements reached, and action items that are assigned. Minutes should be distributed within 24 hours of meeting.

- **Be prepared.** Do not waste people’s time by coming to a meeting without reviewing the issues to be discussed.

- **Keep things simple.** Make your points quickly and succinctly, with supporting information.

- **Ask questions.** Asking questions can greatly improve your takeaway from the meeting. However, do not over do it! You do not want to be perceived as someone who needs to talk to be noticed.

- **Collaborate.** Do not be overzealous regarding your own ideas. Listen to others and build on what they have to say. Acknowledge when you are building on someone else’s idea. Do not steal the spotlight and do not “hog” the discussion.

- **Volunteer.** Be willing to implement the ideas and solutions that come out of the meeting even if yours were not selected. You will get a reputation as someone who gets things done.

Remember, it is not productive to have a meeting just to have a meeting. Meetings are necessary in any organization, but it takes planning and focus to have effective meetings.

As my mentor stated, “It takes a really, really, really good meeting to beat no meeting at all!”

About the Author:

Russ Leavitt is the Executive Chairman of Telgian Holdings. With over 40 years of experience, he holds a Level IV certification from NICET in Fire Sprinkler Layout and Certified Fire Protection Specialist (CFPS) designation. He is a Board Member and Chair of the National Fire Protection Association (NFPA), and the Chair of the NFPA 13 Sprinkler System Discharge Criteria technical committee. He also serves on the NFPA 13 Installation committee, as well as the NFPA 3, NFPA 4, and NFPA 25 technical committees. Russ conducts seminars internationally on a variety of fire and life safety related subjects and has authored a number of articles and training materials.

For more information visit: www.telgian.com.



Business Bits

Some Business Trends for 2025

Many experts are noting that generative AI can boost business productivity.

Some say 5G vastly improves data collection and AI capabilities.

The following article, from www.forbes.com, noted some business trends of 2025 that every professional must prepare for, arguing that understanding these trends is vital for anyone aiming to leverage them for growth and a competitive edge.

Getting Strategic With Generative AI

2025 is the year organizations move beyond the hype and start integrating generative AI into business strategy.

What does this mean? Well, during the previous wave of AI transformation we saw businesses like Google, Amazon, and Netflix rethink their strategy from the ground up to center around deep learning. By doing this they transformed existing business models such as online advertising, retail, and media streaming.

This hasn't happened yet with generative AI, as mostly what we've seen has involved businesses adding generative functionality to existing services. Interesting, but not truly transformational.

2025 could be the year that this starts to change, as more strategic use cases – involving rethinking business models around the potential of generative AI – begin to come through. Rather than existing products and services with a chatbot bolted on, think of generative tools and applications that enable entirely new possibilities across healthcare, manufacturing, education, and many other industries.

Hyperautomation and the Intelligent Enterprise

The idea of intelligent enterprise has been an ambition for a while now. But as companies become confident with using AI strategically, moving beyond pilots and proof-of-concepts, we will begin to see it become a reality in 2025.

Imagine a company where data flows seamlessly between departments – from marketing and sales to research and

development, production, and supply chain – all of which are connected by intelligent algorithms analyzing information in real-time, in order to predict demand, identify challenges before they become problems, and adapt to changes in market conditions or customer behavior. As well as this “knowledge work” or decision-making, a growing amount of the actual labor, from communicating with customers to picking and packing orders and carrying out deliveries, will also be increasingly automated.

Customer Experience Is King

In 2025, customer experience (CX) will increasingly be seen as the key differentiator between competing providers of goods and services. As markets mature and buyers become more discerning, businesses that excel in delivering friction-free, hyper-personalized, and memorable experiences will find they are well-positioned to rise above the competition. *Increasingly, we know that more than just competing on quality and price, consumers expect businesses to meet them where they are, with service that's tailored to their needs and of consistently excellent quality.*

This means businesses that put customer experience at the heart of every-

thing they do will reap the rewards in 2025.

Resilience In The Age Of Uncertainty

To say that we face uncertainty around economic conditions and matters of international security as we enter 2025 is something of an understatement. Economic uncertainty and fluctuating market conditions, are all creating challenges for businesses. The need for organizations to develop the capacity to survive and adapt to these disruptions – known as resilience – will be a key talking point during the year ahead.

More than just “weathering the storm,” resilience means developing the capability to respond to the unexpected, pivoting swiftly when conditions make it necessary, into the foundations of the business. Understanding how risks like supply chain disruption, skills shortages, and even the likelihood of future pandemics could impact operations is critical in order to build the capacity to respond proactively.

By staying proactive and building resilience in the face of uncertainty, companies can position themselves to not only survive but thrive in the coming year.

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It starts with a layered 13-gauge nylon shell augmented with a 7-gauge napped acrylic lower liner, which comes highly recommended for protection from the cold. Next, a seamless and stretchable full knit wrist helps prevent dirt, debris, and cold air from getting inside the glove. Foam latex coating on full fingers, palm, and ¾ deep on the back remains soft in cold conditions.

For more information visit: www.brassknuckleprotection.com/products/bk360. □

ABC: Construction Under Performs Broader Economy in December Jobs Report

The construction industry added just 8,000 jobs net in December, according to an Associated Builders and Contractors (ABC) analysis of data released by the U.S. Bureau of Labor Statistics. On a year-over-year basis, industry employment has increased by 196,000 jobs, an increase of 2.4%.

Nonresidential construction employment increased by 4,700 positions on net, with growth in all three subcategories. Non-residential specialty trade added the most jobs, increasing by 3,900 positions. Heavy and civil engineering added 600 jobs, while nonresidential building added 200 jobs.

The construction unemployment rate rose to 5.2% in December. Unemployment across all industries decreased from 4.2% in November to 4.1% last month.

“The December jobs data bode well for the broader economy but poorly for the construction industry,” said ABC Chief Economist Anirban Basu. “Nationwide employment increased for the 48th consecutive month in December, and it increased rapidly. The 256,000 net new jobs were the most in any month since March, while the unemployment rate ticked down to 4.1%.

“Construction job growth, on the other hand, has clearly slowed in recent months. The 15,000 jobs added during the fourth quarter of 2024 represent the fewest over any three-month period since the middle of 2021. While industry-wide job growth is still significantly faster than economy-wide hiring over the past year, the interest rate implications of these data represent a greater concern for contractors. Bond yields surged even higher as a result of this jobs report, suggesting that the Federal Reserve may not cut interest rates during the first half of 2025. Contractors intend to increase their staffing levels in the coming months, according to ABC’s Construction Confidence Index, and it will be interesting to see if those intentions remain intact in early 2025.”

Nonresidential Construction Spending

National nonresidential construction spending declined 0.1% in November, according to an Associated Builders and Contractors (ABC) analysis of data published by the U.S. Census Bureau. On a seasonally adjusted annualized basis, nonresidential spending totaled \$1.234 trillion. On a year-over-year basis, nonresidential construction spending is up 2.8%, approximately flat in inflation-adjusted terms.

Spending was down on a monthly basis in eight of the 16 nonresidential subcategories. Private nonresidential spending was unchanged, while public nonresidential construction spending was down 0.2% in November.

“Contractor confidence surged post-election,” said ABC Chief Economist Anirban Basu. “Many contractors expect a combination of deregulation and tax cuts to support greater activity and profitability going forward, including substantial investment in traditional energy sectors and manufacturing.

Still, there are reasons for concern.

“Nonresidential construction spending momentum has all but disappeared, despite an ongoing boom in data center construction (up 43% year over year), largely because project financing costs remain elevated.

“With inflation remaining stubbornly high and potentially accelerating going forward, interest rates stand to stay higher for longer. Prospective tariff increases threaten to push construction materials prices higher, and shifting immigration policies could expand future worker shortages. Only time will tell whether the recent upswing in optimism will prove justified.”

Rising Business Optimism

Business owners are optimistic about 2025, with increased confidence in the economy and plans for capital spending, according to surveys by JPMorgan Chase and Provident Bank.

The surveys indicate a potential rise in loan demand, driven by expectations of deregulation and lower taxes following Donald Trump’s election win. However, inflation and staffing costs remain significant concerns for businesses.

Source: American Banker (1/8)



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Beginning ITM Workshop

February 25-26, 2025 –
Richardson, TX

The American Fire Sprinkler Association's Beginning ITM Workshop course is designed to provide participants with a comprehensive understanding of the essential procedures and best practices for ensuring the proper functioning and reliability of sprinkler systems based on NFPA 25, *Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems*.

AFSA is the voice of the merit shop fire sprinkler contractor. They educate and train the industry while promoting fire protection systems to save lives and property.

For more information on this and other educational opportunities visit the website or contact: AFSA, 1410 East Renner Rd., Suite 150, Richardson, TX 75082; (214) 349-5965, training@firesprinkler.org, www.firesprinkler.org.

Fire Protection and Loss Control

Various Dates – Stillwater, OK

Oklahoma State University (OSU) offers fire protection and safety engineering technology education and training through professional development seminars and programs for industry professionals that can be customized to meet the customer's exact requirements, and that are presented by CEAT Professional Development, the Oklahoma State University Department of Fire Protection & Safety Engineering Technology.

Fire Sprinkler Inspection Training & Certificate Program (FSITC), March 11-13 & June 3-5, 2025

This joint effort between the AFSA and OSU is a comprehensive program designed for fire sprinkler contractors. It takes the sprinkler inspector through the

NFPA 13 and 25 requirements of proper inspection, testing, and maintenance of the most common types of automatic sprinkler systems. During this 24-hour course, students receive classroom and laboratory sessions that have proven to be invaluable to past participants. The hands-on portions include wet and dry valve operations; trip and main drain testing; resetting valves; flow testing of a hydrant; and fire pump testing.

Inspection, Testing, & Maintenance of Automatic Sprinkler Systems (IT&M), March 24-25 & June 23-24, 2025

How well does your company comply with NFPA 25 *Standards* for inspecting, testing, and maintaining water-based fire protection systems? OSU's two-day workshop features hands-on laboratory training with automatic sprinkler systems and expert instruction to bring you up to speed on the latest standards. The workshop agenda covers acceptance tests, visual inspections, functional tests, impairments and system restoration, component and assembly maintenance, procedures, and practices. (FPTC Core Requirement.)

Fire Pump Applications, Inspection & Testing (2.5-Day), March 26-28, May 20-22, & June 25-27, 2025

OSU's 2 ½-day fire pump course addresses NFPA 20 provisions, a thorough review of installations, applications, and standard inspection, testing, and maintenance procedures. The course provides a solid knowledge of common pump types, various pump drivers, controllers, installation components, and accessories. Practical exercises and a live hands-on demonstration improve your ability to conduct field acceptance tests. Other topics include routine installation testing, determining proper pump sizing, graphically analyzing pump performance, and implementing the correct inspection and maintenance procedures.

For more information contact: Oklahoma State University (OSU), 5202 N.

Richmond Hill Drive, Stillwater, OK 74075; (405) 744-5715, ceatfire@okstate.edu, <https://ceat.okstate.edu/extension/professional-development/courses/fire-protection-and-loss-control.html>.

NFSA Annual Seminar and North American Fire Sprinkler Expo

May 7-9, 2025 –
Nashville, TN

The National Fire Sprinkler Association Annual Seminar and North American Fire Sprinkler Expo will be held May 7-9, 2025, at the Music City Center, 201 Rep. John Lewis Way South, Nashville, Tennessee.

NFSA has reserved a block of rooms at the JW Marriott - Nashville. You **MUST** register for the seminar before gaining access to the room block. The link to the hotel room block will be provided on the confirmation page once you complete your seminar registration. The room block for Tuesday, May 6, is currently sold out.

This year's event promises to be an enriching experience, uniting industry leaders, experts, and visionaries in the fire sprinkler industry.

The annual gathering serves as a unique platform for sharing insights, fostering collaboration, and driving innovation in fire and life safety. As the world evolves, so do the challenges and opportunities within our industry. This conference includes over 30 education sessions and our largest expo hall to date!

Agenda highlights include:

Keynote Addresses: Get inspired by thought leaders shaping the future of fire protection.

Technical Workshops: Explore the latest advancements and industry-specific topics in depth.

See more Calendar items on our website at: www.fpcmag.com

Networking Sessions: Connect with peers, industry professionals, and potential collaborators.

Expo Hall: Explore over 100 booths showcasing the latest technologies and services from leading vendors.

Top Tech Competition: Join us in the expo hall and see who will take home the title of Top Tech!

Awards Banquet: A night to celebrate the fire sprinkler industry! We will recognize the 2025 Golden Sprinkler Award, Russell P. Fleming Technical Service Award, and the Public Safety Leadership Award recipients.

As we navigate an era of unprecedented change, the 2025 NFSA Annual Seminar and North American Fire Sprinkler Expo is your gateway to staying ahead in the industry. Whether you're a seasoned professional or a newcomer, this event offers invaluable insights and connections that can elevate your career and organization.

The website has more information on the agenda, speakers & sessions, sponsors, expo booths, the Common Voices Golf event, the Top Tech event, and more.

For more information visit: www.nfsa.org.

Certified Water-Based Fire Protection System ITM (WBITM)

The National Fire Protection Association (NFPA) offers Certification for Validating Proficiency in Water-Based Fire Protection Systems.

If you perform inspection, testing, and maintenance (ITM) on water-based fire protection systems, you know how important it is to verify your knowledge and skills to employers, peers, and the public. NFPA certification can provide a competitive edge and industry recognition and open the door to new work opportunities.

The Certified Water-Based Fire Protection System Inspection, Testing, and Maintenance (WBITM) credential proves your competency and understanding of the ITM of water-based fire protection systems such as sprinkler systems. The program helps certify your expertise and is a widely recognized metric for employers to use in gauging qualifications. WBITM certification is primarily based on NFPA 25, *Standard for the Inspection, Testing, and Maintenance*

of Water-based Fire Protection Systems, and references a variety of other NFPA Codes and Standards.

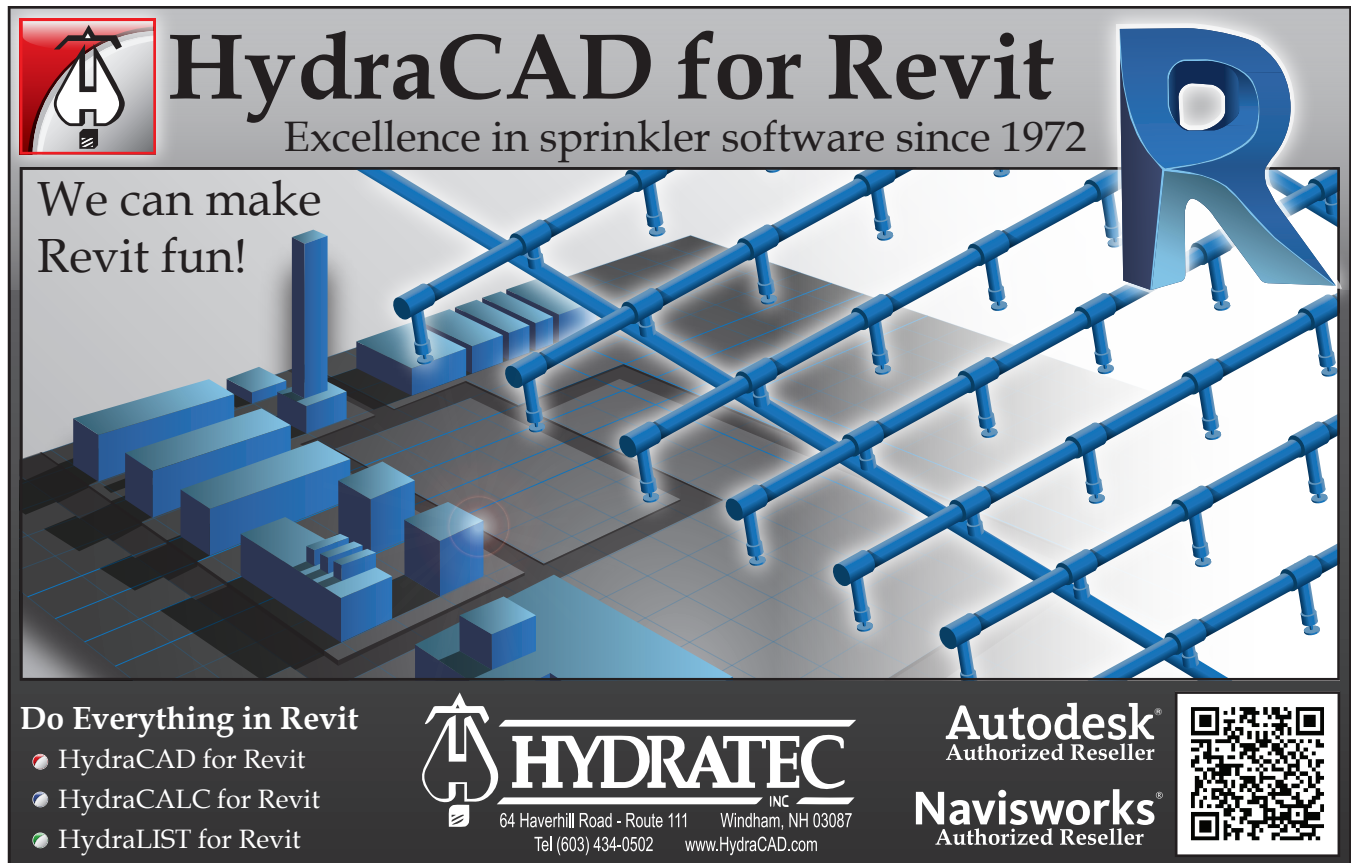
The WBITM exam is now available in Spanish!


About WBITM: Answers the need for a single-credential solution that includes the maintenance domain along with inspection and testing; Meets qualifications for jobs that require NICET II or III equivalent/alternative; Helps standardize the knowledge, skills, and abilities of ITM technicians; Enhances professionalism within the water-based fire protection systems community; Certification holders receive a WBITM certificate that further highlights their accomplishment.

Eligibility: A minimum of five years of full-time verifiable work experience with inspection, testing, and maintenance of water-based fire protection systems; A signed attestation from a supervisor or employer representative who can verify the applicant's knowledge, skills, and abilities with regards to the inspection, testing, and maintenance of water-based fire protection systems.

You may download the candidate handbook (PDF), and apply to take the Water-Based Fire Protection Systems Inspection, Testing, and Maintenance (WBITM) Certification exam today!

For more information contact the Certification Team: adminsves@nfsa.org, www.nfsa.org/en/for-professionals/certification/wbitm. □




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12:30-1:30 p.m., Virtual
www.nfsa.org/technical-tuesdays

February 18, 2025

FIRE PUMPS MAINTENANCE
Atlanta, GA
Fire Tech Productions
www.firetech.com

February 25-27, 2025

**ASSOCIATED BUILDERS AND
CONTRACTORS CONVENTION**
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www.abccconvention.abc.org

March 6, 2025*

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www.sacvalleyafsa.org

March 10-13, 2025

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Virtual
www.nfsa.org/technical-tuesdays

March 11, 2025

IFPA/SFPE ANNUAL PRODUCT SHOW
Medinah Banquets, Addison, IL
Danielle Sandfox, (847) 524-8250
danielle@foxsprinkler.com
Dave Cobian, (847) 623-9059
dave@centurysprinkler.com

March 18, 2025

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12:30-1:30 p.m., Virtual
www.nfsa.org/technical-tuesdays

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12:30-1:30 p.m., Virtual
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NFSA, www.nfsa.org

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www.homefiresprinkler.org

May 15, 2025

ROCKY MOUNTAIN FIRE PROT. EXPO
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www.cofireprotection.org

May 20, 2025

TECH TUESDAY: OBSTRUCTIONS
12:30-1:30 p.m., Virtual
www.nfsa.org/technical-tuesdays

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 www.southernfiresprinklersummit.org

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October 14-19, 2025*

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 Washington, D.C.
 www.firesprinkler.org

October 20-24, 2025

CASA ANNUAL CONFERENCE
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 www.casa-firesprinkler.org

October 30, 2025

**WOMEN IN CONSTRUCTION
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 Renaissance Arlington Capital View
 Arlington, VA
 womeninconstructionconference.com

November 5-7, 2025

DESIGN-BUILD CONFERENCE & EXPO
 MGM Grand, Las Vegas, NV
 dbia.org/design-build-conference-expo

Other Dates by Organization

FIRE TECH PRODUCTIONS
 www.firetech.com
Feb. 18: *Fire Pump Maintenance*, Atlanta, GA
Mar. 4: *Fire Pump Maintenance Master*, Atlanta, GA
Mar. 12: *I&T Fire Alarm Systems*, Indianapolis, IN
Mar. 17: *Inspect/Test. Fire Spk. Systems*, Atlanta, GA
Mar. 19: *Inspect/Test. of Fire Pumps*, Atlanta, GA

NFSA Tech Tuesdays (Virtual 12:30-1:30 p.m.)
 www.nfsa.org/technical-tuesdays
Feb.18: *Tech Tuesday: ITM of Fire Pumps*
Mar. 10-13: *Layout Technician: Application*
Mar. 18: *Vertical Standpipe System Zones*
Apr.15: *Tech Tuesday: EOD Case Studies*
May 20: *Tech Tuesday: Obstructions*
Jun. 17: *Tech Tues. Live NFPA Conference*
Jul. 15: *Tech Tuesday: Data of System Failures*
Aug. 19: *Tech Tuesday: NFPA 13D*
Sep. 16: *High-Piled Storage Process*
Oct. 21: *Hydraulic Supplement*
Nov. 18: *Field Inspections*
Dec. 16: *Special Designs*

Oklahoma Fire Sprinkler Association

The Alarm, Locksmith, and Fire Sprinkler Committee dates for 2025 meetings: Jan. 8, Feb. 5, Mar. 5, Apr. 9, May 7, Jun. 4, Jul. 9, Aug. 6, Sep. 10, Oct. 8., Nov. 5, Dec. 10.

Also Visit:

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 www.ce.ceat.okstate.edu
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 www.senecapolYTECHNIC.ca

Other Future Meeting Dates:

AFSA, www.firesprinkler.org
Sep. 25-29, 2026, San Antonio, TX*

He who works his land will have abundant food, but he who chases fantasies lacks judgment.
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Workplace

Moving Beyond Performative Employee Development

Employee development can often feel performative, but Julie Winkle Giulioni suggests strategies to make it more authentic, including moving beyond scripted plans, getting more feedback and insight from colleagues, and viewing development as an evolving process. “Once employees begin getting reactions from their audiences, it becomes natural for them to start sharing their growth plans with others, elevating the quantity and quality of support they’ll receive,” Winkle Giulioni writes.

Source: SmartBrief/Leadership

What To Do Before Talking To A Disruptive Employee

When a team member’s disruptive behavior, negative attitude, or lack of accountability hampers team morale and productivity, identify their specific problem and have a clear goal in mind to help them improve performance and measure success before having a conversation, says Human Resources Consultant Wendy Sellers. “Even if a conversation addresses a behavioral issue, continuous support and check-ins are vital for sustainable improvement, and to let that difficult person know that you – as their manager – are not going to let their behavior slide,” Sellers says.

Source: The Muse

Use Open-Ended Questions To Allow Your Team To Open Up

Asking your team open-ended questions can enhance dialogue by creating opportunities for more meaningful and engaging communication, writes David Grossman, Founder and CEO of The Grossman Group, who offers a list of powerful examples including, “What do you think your team is doing well and how could the team improve?” and “What’s one thing you wish you could do more of to grow in your current role?” As Grossman notes, “When you invite employees to share more, inevitably new insights will surface.”

Source: LeaderCommunicator Blog

Set Boundaries When Dealing With Manipulative People

Manipulative people can be challenging to handle, but the first step to dealing with manipulation is recognizing when it’s happening, writes Steve Keating, who offers behavioral clues such as being passive aggressive, minimizing your concerns, or trying to intimidate you. Keating recommends setting boundaries, asking questions, and avoiding emotional language to thwart manipulation – and if all else fails, keeping a record of your interactions.

Source: LeadToday

Shifts in Compensation, Benefits Planning

Compensation and benefits strategies are evolving this year with a focus on personalized offerings and pay transparency, driven by economic pressures and labor shortages. Experts predict that flexible benefits and strategic pay models will be crucial for talent retention, while employers also face challenges from rising health care costs, and more.

Source: HR Dive

Colleges, Economy Brace for Demographic Cliff

Colleges and the economy are bracing for a demographic shift as the number of 18-year-olds begins to decline this year, a trend that started with falling birth rates during the Great Recession and is projected to result in 15% fewer 18-year-olds by 2039, compounding an existing 15% drop in college enrollment. This decline poses a significant economic threat, with potential labor shortages expected by 2032 and a decrease in skilled workers, increasing the risk of college closures, especially in the Northeast, Midwest, and West.

Source: The Hechinger Report (1/8)

Ageism Affects those Over 40

Ageism is nearly universal among employees 40 and older, according to a MyPerfectResume report.

Source: WorkLife



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◆ Basic rate is \$35.00 for 50 words or less • \$70.00 for 51-100 words • \$105 for 101-150 ◆ E-mail us the text of your ad (no PDFs, please) and send your payment, or mail your text with your payment. (We accept checks, or to pay with a credit card using PayPal, contact us at (530) 823-0706 or e-mail: info@fpcmag.com for details.) ◆ Classified ad deadline is the 5th of each month for insertion in the following month's edition. ◆ Mailing date for *FPC* is the fourth Friday of each month (i.e. February is mailed by January 24). ◆ For any advertiser wishing to remain anonymous, we can assign a box number to your ad for an additional \$5.00 per month, and replies will be forwarded upon receipt by fax, e-mail, and/or mail. (You will likely get a better response by opening a generic e-mail account, i.e., gmail.com or yahoo.com for direct reply.) ◆ Classified ads are text only. If you would like to add special formatting, color, or a logo, you must run a display ad. (Ad Design Services are available for an additional charge.) *Classified Ad Special: Run 6 months for the price of 5 — \$175 for ads of 50 words or less.*

HELP WANTED

Wanted — Fire Sprinkler Designers. 5 plus years of experience. Hydratec or similar experience required. Remote work available. Excellent pay, benefits, paid holidays, vacation, etc. Send inquiries to: info@fpcmag.com, or *FPC*, PO Box 370, Auburn, CA 95604, and include **Attn: Box#Des02.22**.

DESIGN SERVICES

Need Drawings? — Submittal drawings, working drawings, surveys, calculations, cut sheets, and material lists. We can do it all! NICET Certified. Great prices. Excellent work. Nationwide services. Millennium Fire Protection Design, (616) 844-1401, www.MFPCAD.com.

CADfps, LLC — Providing fire sprinkler system CAD drafting services nationwide! NICET-certified and FPE-degreed professionals in the industry. Preliminary drawings, coordination drawings, shop drawings, calculations, stocklists, and more. For free quote contact: (281) 256-2789, support@cadfps.com; www.cadfps.com.

Every choice you
make has an
end result.
— Zig Ziglar

STEWART FIRE DESIGN — Over 30 years of design experience and has been in operation since 1988. We offer design, survey, and stocklist of any type of sprinkler system. We design for sprinkler contractors all across the country, location is not an issue. Our design staff of five offers: AutoSPRINK design, 3D BIM Modeling, as well as MicroStation. We are NICET Level IV certified. For a design quote contact: Kent Stewart, Kent@stewartfpc.com, (501) 794-6950.

SALES

DES ASSOCIATES offers UL FM Fire Sprinkler Products - Flexible Drops; Fire Pumps; Jockey Pumps; Fire Sprinklers; Butterfly Valves; Commercial and Residential Riser Check Valves; Shotgun Riser Valves; Water & Hose Valves; Adapters & Fittings; Hydrant Accessories; Foam Tanks; Water Storage Tanks - Above Ground Bolted & Welded Steel; and Underground Fiberglass Tanks. DVBE Certificate #2026104 may help you get new business! Please call for pricing!!! Contact: Dennis Sekermestrovich, oldseker@yahoo.com, (951) 541-4045.

DUYAR VALVE manufactures quality UL FM Valves, Riser Manifolds, Sprinkler Heads, Waterflow Detectors, Pressure Switches, etc. With sales in 85 foreign countries, they recently started selling in the United States. In the Western U.S. and for more information contact: Dennis Sekermestrovich, DES Associates, (951) 541-4045, oldseker@yahoo.com. DVBE Certificate #2026104

FPC PACKAGE DEAL

Ad Promo Package Deal: 1) See 12 Ways, send items and articles. 2) A Business Card Ad (Value \$153); 3) A text-only Classified ad 6X (\$175); 4) plus a paid Subscription to *FPC* (\$68). A \$396 value. All yours for only \$250! Contact: *FPC/Fire Protection Contractor*, (530) 823-0706, info@fpcmag.com. □

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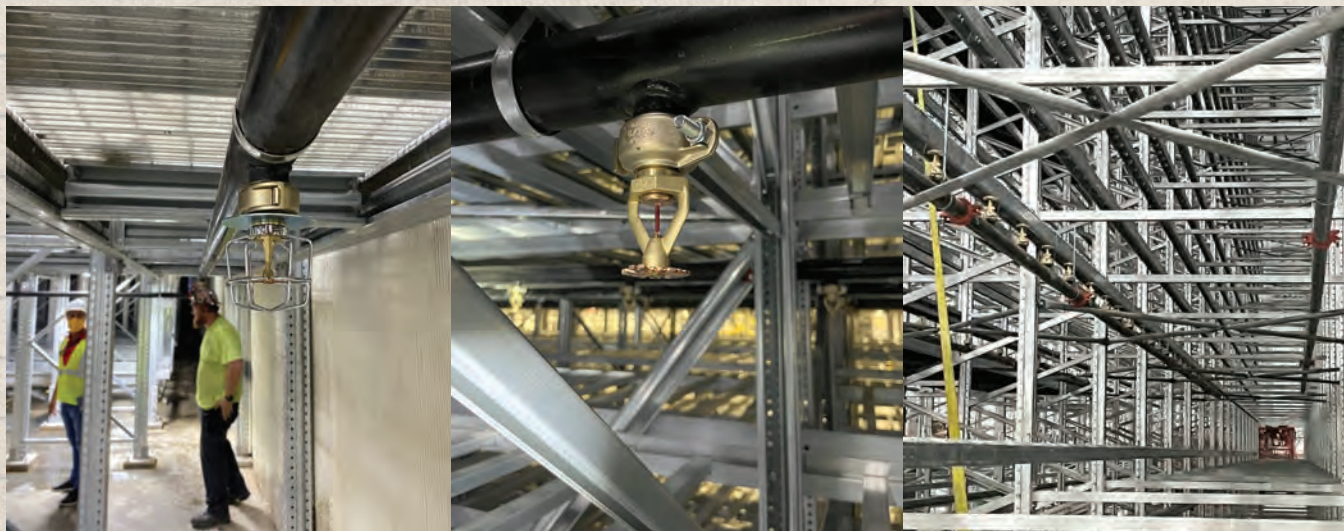
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Photos Courtesy of Victaulic

RACK FIRE SPRINKLERS?

In chapters 16 and 17 (*Protection of Rack Storage of Class I Through Class IV Commodities*, and *Protection of Rack Storage of Plastic Commodities*, NFPA 13 2016 edition respectively), there are charts that show you storage arrangements that may require in-rack sprinklers depending on storage heights, encapsulation, and aisle width.

There are separate rules for rubber tire or paper

storage that might also require in-rack sprinklers. Look at the relevant chapters and charts and see if they match your projected storage arrangements, or if you have to modify storage to get away from required in-racks.

Source: Pete H. on www.MeyerFire.com

A Silver Lining?

While recovery continues for the horrible tragedies in North Carolina and Southern California, there is perhaps some good that will come of it. There will be work for people in rebuilding and much of that rebuilding will include fire sprinklers.

“It is an ill wind that blows nobody good.”

What Does 5 Ws and H Mean? Basic questions to ask when gathering information or solving a problem. The questions are: **1. Who?** Refers to the people or entities involved. **2. What?** Describes the event or situation. **3. When?** Specifies the time or timeframe. **4. Where?** Indicates the location. **5. Why?** Explores the reasons or motivations.

Additionally, ask: **6. How?** How did it happen, and/or how much will it cost?



Ronald Reagan's inauguration ceremonies, in 1981 & 1985, the Bible was open to: 2 Chronicles 7:14.

...if My people who are called by My name will humble themselves, and pray and seek My face, and turn from their wicked ways, then I will hear from heaven, and will forgive their sin and heal their land.

— 2 Chronicles 7:14 (New King James Version)

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Boston, MA\$1 Million
Northern GA\$1.3 Million
Jackson Hole, WY\$1.8 Million
Clifton, NJ\$1.8 Million
Fort Pierce, FL.....\$2.8 Million
Orlando, FL\$11 Million

MOST RECENT CLOSINGS:

AMS Security - Palm Desert, CA
Hartline Alarm Company - Lake Wales, FL
Fire Alarm Services - San Francisco, CA
Acadian Monitoring Services - Lafayette, LA
All American Monitoring - Sarasota, FL
Yarnell Security Systems - Lancaster, PA
Malfy Alarm - Falmouth, MA
Ameritronics Systems - Brownstown, MI
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