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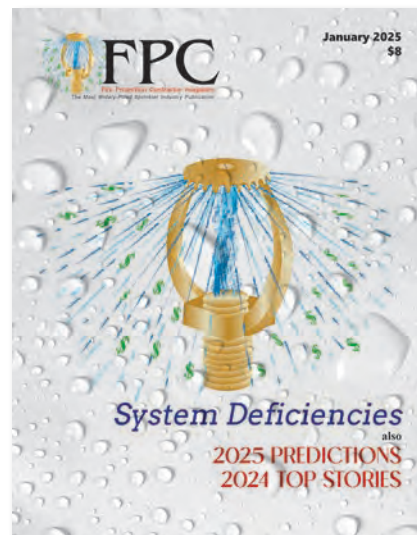
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For Me There Are Two



*Happy New Year from FPC!
In this edition we talk about System Deficiencies, 2025 Predictions, 2024 Top Stories, upcoming training opportunities for 2025, plus an article on M&A in the industry. You'll need to read this edition cover to cover so you don't miss a thing!*

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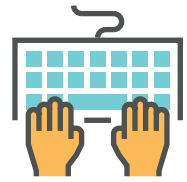
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How Much is a Life Worth?

That was the title of an item by Derek Heid posted December 3, 2024, on www.wkbw.com out of Amherst, New York. It read, “How much is a life worth? Opinions split on New York’s proposed fire sprinkler mandate in all new homes.”

The article said: Automatic fire sprinkler systems could soon be required in all newly built homes in New York State, but business owners disagree on whether home buyers should have a say in this decision.

Opinions remain split on the proposed mandate by the New York State Fire Prevention and Building Code Council to require automatic fire sprinkler systems added to all newly built one- and two-family homes in New York State.

Currently, sprinklers are optional, chosen by the home buyer. State law requires any builder contracting a one- or two-family residence, under three stories in height, to provide the buyer with information regarding the installation of fire sprinklers and cost estimates before entering into a contract.

However, I’m told the big hang-up is how much more costly does this make building and buying a new home?

“A standard price [for fire sprinklers] is usually less than 2% of the value of a home... If you have a \$500,000 home, it’s \$10,000 to have that residential fire sprinkler installed when you’re building a new home,” **Past President/CEO of Davis Ulmer Fire Protection, a fire sprinkler contractor, Steve Ulmer said.** “Fire departments, as great of a job as they do, they can’t put water on a fire within a minute or less [like the sprinklers] ... How much is a life worth? In a nutshell, that’s it.”

“Averages that I have heard are putting it roughly between \$30,000 - \$40,000 added to the cost of a home,” President of Cortese Construction Services Domenic Cortese said last week. “We are being counter-productive to what our desire would be, and that is to make homes more affordable.”

“I’m not in favor of a mandate... In many cases, you’re going to be between \$25,000 to \$35,000 to put a sprinkler system in,” President of ZAMKRO Homes Dean Kroll said. “Things that people don’t think about is the water capacity coming into the house, [and that] may require some changes to the meter itself, which adds costs.”

“We do believe this is a positive thing... Prices on other presentations I have seen, seem to be overinflated on the actual cost. In California, once these sprinklers were installed and put into Code, the actual price of those sprinkler systems did decrease significantly,” Wyoming County Fire/EMS Coordinator and President of the New York State Fire Coordinators Association Bill Streicher said. “The odds of a fatality in a residential home with working sprinklers, smoke alarms, and fire alarms reduce by 90%.”

The last state Fire Prevention and Building Code Council meeting was December 6.

The new legislative session in Albany starts in January.

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And we know that fire sprinkler systems are the best fire protection money can buy. Eventually, all states will require fire sprinklers in all new structures. Please don’t put it off. In spite of those that lobby against it.

— *Brant R. Brumbeloe*

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Letters to the Editor

“Looking Back”

Thank you for the nod in the “Looking Back” section of your December 2024 edition. It’s always great to be reminded that I had darker hair and looked less like Santa Claus in 1997 when you were still in high school.

Your constant support for our industry and our Association through the magazine and its content is amazing and always appreciated.

Also, thank you for Russ Leavitt’s Op-Ed on living our values. As always, Russ makes a great point and reminds us to stay true to our core values and stated beliefs.

Wishing you and your staff a very Happy and prosperous 2025.

— Bob Caputo
President, AFSA
Texas

*Do you see a man skilled in his work?
He will serve before kings; he will
not serve before obscure men.
~ Proverbs 22:29*

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National

Commercial Planning Drives Drop in Dodge Momentum Index

The Dodge Momentum Index fell 2.3% in November, with commercial planning down 4.6% and institutional planning up 2.5%.

“Throughout 2024, we’ve seen robust growth in nonresidential planning activity – but labor shortages and high construction costs have prevented those projects from moving through the planning process at a normal pace,” says Sarah Martin, Associate Director of Forecasting at Dodge Construction Network. “The current backlog may be constraining demand for commercial planning in the short term.”

Source: Dodge Data & Analytics (12/6)

National

Construction Adds Jobs

The construction industry added 10,000 jobs on net in November, 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 risen by 211,000 jobs, an increase of 2.6%.

Nonresidential construction employment increased by 6,800 positions on net, with growth in two of the three subcategories. Nonresidential specialty trade added the most jobs on net, with employment in the category increasing by 7,000 positions. Heavy and civil engineering added 1,500 jobs, while nonresidential building lost 1,700 jobs last month.

The construction unemployment rate rose to 4.6% in November. Unemployment across all industries rose to 4.2% from 4.1% in October.

“While the construction industry added just 10,000 jobs in November, industrywide employment growth has

still significantly outpaced the broader economy over the past year,” said ABC Chief Economist Anirban Basu. “More importantly, economywide job gains rebounded in November, confirming October’s paltry job growth was indeed a result of hurricanes Helene and Milton.

“The combination of relatively cool payroll employment growth over the past three months, combined with a slight uptick in the unemployment rate, increases

the odds that the Federal Reserve will cut interest rates again at their December meeting, though the greater determinant will be the Consumer Price Index data released next week,” said Basu. “For the construction industry, there is plenty of reason for optimism, given the prospect of lower interest rates and that contractors broadly expect their sales to increase over the next six months, according to ABC’s Construction Confidence Index.”

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Hawaii

City Might Water Down Fire Safety Law Again

Seven years after the fatal Marco Polo fire, Honolulu might extend a key deadline for condo associations after failing to pass a sprinkler law. This, according to an article by Ben Angarone, posted November 19, 2024, on www.civilbeat.org.

Seven years ago, after a deadly condominium fire, the Honolulu City Council moved to mandate sprinklers in every residential high-rise, with the premise that sprinklers save lives.

Then came outcry from condo owners and associations, who said the requirement would be prohibitively expensive. The Council acquiesced, and under a compromise, buildings could either install sprinklers or pass a fire safety inspection that looks at things like exit routes and the presence of an alarm system.

Today, hundreds of Honolulu’s old residential high-rises still aren’t mandated to be retrofitted with fire sprinklers. And the Council is preparing to water down the compromise version, giving condominium owners and associations an extra eight years to comply with the fire safety law.

“It’s only going to get more expensive,” President and owner of Insurance

Associates Inc., Sue Savio, said. “It really bothers me that we keep pushing the can down the road.”

Fire sprinklers have been mandated in high-rise condominium buildings since 1975. But a lot of Honolulu’s high-rises were built before then during the post-statehood construction boom, so the vast majority of them lack sprinklers.

Retrofitting is one option. The City Council considered mandating this during the immediate aftermath of the Marco Polo fire, but decided against it because many condo owners and associations complained that it would cost too much to install sprinklers.

As an alternative to installing sprinklers, the city’s 2018 law allows condo associations to instead pass what’s called a fire and life safety evaluation, which can check for emergency power for elevators and the flammability of wall paint, among other things.

Of about 300 high-rises, according to the city’s most recent report from August, just over 20 have an acceptable level of fire safety. The city’s 2018 fire safety law gave buildings until May 2024 to receive a passing grade. Council members extended it a year because of the coronavirus pandemic. Then they extended it again, giving buildings another few months to conduct the inspection and another five years to pass it. Council members will now decide whether to extend the deadline another eight years.

If the latest amendment is enacted, the original 2024 deadline to pass inspection

will have been extended to 2038.

Things are heating up at the Council, where Council members Andria Tupola and Val Okimoto introduced versions of the latest extensions for the city’s fire code update. The Honolulu Fire Department testified in opposition during the full Council’s monthly meeting in October.

“We have identified 288 high-rise buildings in Honolulu that are not protected by automatic fire sprinklers, and have not seen an acceptable score in the fire and life safety evaluations,” Battalion Chief Pao-Chi Hwang testified. “We believe that pushing the timeline for compliance back will not address the safety concerns of these high-rise buildings.”

Tupola said that, in addition to extending the deadline, she was trying to move the timeline along by requiring building owners to come up with a plan for passing the inspection by 2030. She also proposed to give building associations tax credits for installing fire sprinklers, which she said could help with their insurance rates. Currently, only individual owners can get tax credits.

“I don’t want to just keep hearing about this bill and talking about it forever until my eyes pop out,” she said in an interview last month. “I want it to be where there are solutions, we’re doing some incentives,” and building associations feel it makes sense financially.

New York

Fire Sprinklers In New Homes?

An item by Tom Puckett posted December 5, 2024, on www.WBEN.com, said a proposal from the New York State Board of Fire Prevention and Codes would require fire sprinklers to be installed in every new home build. One state senator wants to douse that idea.

The proposal would mandate in any new house built, you would have to install a sprinkler system.

“I can tell you that the estimation from the New York State Board of Realtors is that this will add approximately \$30,000 or more to the cost of a new home. It’s unbelievable to me,” said State Sen. Rob Ortt in an interview with WBEN.

Ortt feels now is not the time to do anything like this.

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“The proposal would mandate in any new house built, you would have to install a sprinkler system.”

“It’s unbelievable that at a moment in time such as this, when affordability and the cost of everything is the first top of mind for every New Yorker and every American, that when the Governor talks about a housing crisis in New York, we got to build more homes, this is that exact moment we would say, ‘This is a good time to add another cost,’ a significant cost,” Ortt said. “It’s a bone-headed, very New York thing to come up with this now.”

Ortt says sprinkler systems in a new build won’t reduce fire risks.

“I would argue that from a fire safety standpoint, most of your fires occur in older homes. Newer homes, new builds, are used with better materials, they have smoke detectors. They’re just built to be safer,” Ortt explained.

The State Legislature is not in session now, and while the proposal may get approved this week, it won’t take effect right away.

“It would probably take effect either later in 2025 or even into 2026, so there would be time when we reconvene in the new year to, in fact, do something at that moment,” Ortt said.

He adds the legislature needs to be serious in its response.

“If we’re serious about making housing more affordable, if we’re serious about building more housing, if we’re serious about what we say, then we can’t, at the same time, allow something like this to move forward,” Ortt said. “We’ve got to decide, either we’re not serious about it, either we don’t care that housing is really expensive, either we don’t care and we’re going to continue to let unelected Boards do things like this that have real impacts on people, or we’re going to take action.”

The new legislative session in Albany starts in January.

North Carolina

Jail Without Working Fire Sprinklers

Durham County jail under months-long fire watch due inactive sprinkler system

An item by Mary Smith posted December 9, 2024, on www.cbs17.com, said the Durham County Detention Center is facing a major problem, as it’s been under fire watch since July 3 due to a broken fire pump.

Because the pump is broken, its sprinkler system is not active.

The Board of County Commissioners will discuss shifting funds from a detention center window project, to replace the broken pump. The meeting’s agenda lists this as a “life safety issue.” A county document says the pump is from the building’s original construction in 1992.

A representative with Durham County tells CBS 17 that efforts were made to repair the broken pump, but it did not work. The representative says the building remains under fire watch, where it is continuously monitored, and staff looks out for fire, smoke, and other hazards. It says there is a weekly report provided to the Fire Marshal’s Office, and notices are placed on doors for awareness.

The representative says the safety of everyone inside is the county’s highest priority.

The estimated cost of the fix listed on the agenda is \$300,000. Commissioners will discuss moving \$500,000 from the Detention Center’s Window Replacement Project to cover the new pump. The money would also go to the possible installation of a bypass line and valves for the water line servicing the building.

The agenda says both of these projects fall under the “ongoing facilities systems upgrades,” and the cost of the construction for the cell window project is below the estimated costs for it, leaving a surplus.

According to the website for the Durham County Sheriff’s Office, the detention center opened in 1996 and has a bed capacity of 736. The Sheriff’s Office tells CBS 17, its average daily population this year is just under 400.

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Classifying Sprinkler System Conditions

By Russ Leavitt

Many contractors and enforcers use NFPA 25 Table A.3.3.8 to classify the abnormal conditions that are found when performing inspections, testing, or maintenance of fire sprinkler and other water-based suppression systems. I chaired the task group that developed the table that was included in the 2011 edition of the *Standard* in Annex E. Table E.1 was developed from a guide that was jointly created by FFSA (Florida Fire Sprinkler Association), which is a state chapter of NFSA, and the Florida Chapter of AFSA. The table was moved to Annex A in the 2014 edition.

Since its original inclusion in the *Standard*, I have struggled with its use. Many users of the *Standard* apply the classifications verbatim without exercising the judgment and discretion that is expected to be applied in using the table. The table included the following instructions for its use:

Table E.1 is an example of classifications of some of the needed corrections and repairs that are identified during the inspection, testing, and maintenance of some systems. This table is not all-inclusive but is included in this annex to provide some guidance in responding to needed corrections and repairs. The table does not take into account the nature of the hazard or the life safety exposure of the occupancy and should be used with good judgement.

With subsequent editions, the technical committee has attempted to better clarify the use of the classifications but it is not easy to do. For example, two or more painted sprinklers in a non-residential compartment were classified as an impairment. If one were to apply this classification without consideration to the context, the owner would be required to incorporate the impairment procedures found in Chapter 15. Taken literally, an inspector would classify two painted sprinklers in a 250,000 sq. ft. warehouse as an impairment. To most of us, this is absurd, but it does happen. Using the table without consideration of the context in which the condition exists can lead to a misclassification.

Recognizing the inherent challenges when using the table verbatim, a task group was created to develop more succinct text in explaining the use of the table and to review the classifications. As a result, the 2023 edition of NFPA 25 includes significant revisions to the table and the accompanying text. Revising the text included consolidating information that was

dispersed throughout Annex A. For example, information regarding the term “unit” was relocated to the text associated with Table A.3.8.8.

*For the purpose of this Standard [NFPA 25], the word **unit** [bold added] refers to a fire pump and its connections required by NFPA 20, a water storage tank and its connections required by NFPA 22, or a private fire service fire main and its connections required by NFPA 24. The use of the word unit in the definitions of impairment, deficiency, critical deficiency, and noncritical deficiency is not referring to an individual component such as a sprinkler, valve, fitting, switch, or piece of pipe.*

This information is important when classifying a condition as an impairment. For example, painted sprinklers would not be

classified as an impairment unless there were sufficient numbers to render the system or a sizable portion inoperable.

To avoid the misunderstanding that the table is considered definitive with its classifications, more expansive guidance is provided for using the table.

It is not the intent of Table A.3.3.8 to specify a required classification [bold added]. Table A.3.3.8 does not consider every variation of conditions needing repair or correction. The nature of the hazard or the life safety exposure of the occupancy should be considered when using Table A.3.3.8 to assign a classification.

A major revision to the table involves that of providing multiple possible classifications to a condition. It recognizes that some conditions are more easily classified such as a shut water control valve. However, it also demonstrates that many classifications required additional consideration.

However, most classifications require a careful level of judgment, and in some cases further investigation might be needed. For example, where a main drain test on a sprinkler system shows a drop of more than 10% in full flow pressure, the classification is dependent on such issues as the full flow pressure in relation to the system demand. The classification could be noncritical, critical, or an impairment, depending on the impact to the performance or operation of the system.

The revisions to Table A.3.3.8 and the additional text provide guidance to assist the user of the *Standard* when classifying conditions as impairments or deficiencies. While it would be simpler to have a checklist to follow, the result could be a

“Recognizing the inherent challenges when using the table verbatim, a task group was created to develop more succinct text in explaining the use of the table and to review the classifications.”

condition that is inadequately addressed putting the operation or performance of the system at risk.

This all points to the need for industry technicians having sufficient training to provide the absolute best service to their customers. In the end, it is the goal of the *Standard* to provide a way for these systems to give the property a reasonable level of protection against loss. Knowledgeable judgment must be exercised when classifying abnormal conditions and NFPA 25 recognizes this important part of the equation.

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.



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“A major revision to the table involves that of providing multiple possible classifications to a condition. It recognizes that some conditions are more easily classified such as a shut water control valve. However, it also demonstrates that many classifications required additional consideration.”



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System Deficiencies

Following are responses to FPC's questions on

Fire Sprinkler System Deficiencies

By Shawn Mahoney

What are your primary problems and concerns with fire sprinkler system deficiencies?

A deficiency in a fire sprinkler system has the potential to adversely impact the performance of the system. This is a problem because the purpose of a fire sprinkler system in a building is to provide protection for life and property from fire. If there is a deficiency in a sprinkler system, this means that it may not provide an adequate level of protection for the property or the occupants of the building.

In addition to the potential impact on the performance of a fire sprinkler system, a deficiency also has the potential to cause property damage. For example, a leak from sprinkler piping if not caught in a timely manner can cause water damage to the building. This is another reason why these types of issues need to be found and addressed.

How do you find and address fire sprinkler system deficiencies?

NFPA 25, *Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems* provides the criteria for the routine activities that must be conducted to ensure that water-based fire protection systems, such as automatic sprinklers systems, can be relied upon in the event of a fire. These activities range from simple visual confirmation of things such as valve position or water tank temperature on a more frequent basis to performance of much more complex activities such as full flow tests and internal assessments at longer intervals.

There is a very large number of observations or findings during inspection or testing of a sprinkler system that can be out of compliance with the *Standard*. With that said, there is a difference between issues that mean the system will not function in a fire event as opposed to those that do not have much, if any, of an effect on the ability of the system to function in a fire event. While each needs to be corrected, the urgency and priority of the former is clearly ahead of the latter.

NFPA 25 classifies noncompliant issues either a deficiency or an impairment, and the deficiencies are broken down into critical and noncritical. A noncritical deficiency does not have a material effect on the ability of the fire protection system or unit to function in a fire event, but correction is needed to meet the requirements of NFPA 25 or for the proper inspection, testing, and maintenance of the system or unit. A critical deficiency, if not corrected, can have a material effect on the ability of the

fire protection system or unit to function as intended in a fire event. And an impairment is a condition where a fire protection system or unit or portion thereof is out of order, and the condition can result in the fire protection system or unit not functioning in a fire event.

While in theory the definitions allow for easy classification of issues not in compliance with the *Standard* into one of the three levels, it is often not cut and dried. Where the water supply is not available or has been significantly compromised it can be clearly labeled as an impairment. Where a general information sign is missing it can clearly be classified as a noncritical deficiency. Most things fall somewhere in between these two extremes and requires more of a judgement call.

While NFPA 25 does not specifically define a “tagging structure” for identifying levels of deficiencies or impairments, many states have developed a series of color-coded tags that are placed on a system or component to identify the significance of the condition identified. Annex G of NFPA 25 provides authorities having jurisdiction (AHJs) with some basic guidance regarding a system status tagging program. For example, a green tag can mean there are no deficiencies, a yellow tag means there are noncritical deficiencies, orange tag denotes critical deficiencies, and finally a red tag means there is an impairment on the system.

The correction or repair of deficiencies or impairments are one of the responsibilities of the building owner or designated representative. The property owner is responsible for ensuring that deficiencies or impairments are corrected or repaired. Corrective action to remediate deficiencies and impairments must be done in accordance with the applicable design and installation *Standard*. Impairments must be corrected within 10 hours or the building either needs to be evacuated, an approved fire watch established, a temporary water supply be established, or an approved program be established and implemented to eliminate potential sources and limit the amount of potential fuel. A number of other steps and policies on dealing with impairments is detailed in Chapter 15 of NFPA 25. Understanding the differences between impairments, critical deficiencies, and noncritical deficiencies is necessary for properly prioritizing corrective actions.

About The Author:

Shawn Mahoney, FPE, is an NFPA Technical Services Engineer.

For more information visit: www.nfpa.org.

NFPA 25 Sprinkler Field Service Testing:

Why Sprinklers Fail

By Grant Lobdell

About 5% of the sprinkler samples tested by Dyne Fire Protection Labs (“Dyne”) do not pass the testing requirements set forth by NFPA 25, *Inspection, Testing and Maintenance of Water-Based Fire Protection Systems*, and require replacement.

Section 5.3.1.1 “[At the intervals specified in NFPA 25], sample sprinklers shall be submitted to an approved testing laboratory for field service testing.”

Section A.5.3.1.1 “...Sprinklers that have passed the visual inspection should then be laboratory tested for sensitivity and functionality... The waterway should clear when sensitivity and functionality is tested at 7 PSI... The thermal sensitivity should be such that the RTI does not exceed 350 (meters-seconds)^{1/2} for standard-response sprinklers, 65 (meters-seconds)^{1/2} for quick response and residential sprinklers, and 50 (meters-seconds)^{1/2} for ESFR sprinklers...”

Section 5.3.1.3 “Where one sprinkler within a representative sample fails to meet the test requirement, all sprinklers within the area represented by that sample shall be replaced.”

Let’s look at the most common reasons why a sprinkler fails this testing:

Corrosion – Corrosion around the water seal is the most common reason for sprinkler failure. While the release mechanism may activate on time, the water seal does not release. Corrosion, whether internal or external, and the byproducts it creates has fused the water seal to the frame. The environment the sprinkler is in can contribute to accelerated external corrosion while internal corrosion can be accelerated based on water supply quality. Regarding external corrosion, pay careful attention to isolated corrosion only around the water seal itself, which could indicate the water seal is not sealing properly (leaking). Sprinklers that show signs of corrosion detrimental to sprinkler performance shall be replaced during the annual floor level inspection. (5.2.1.1.1)

Loading – Loading refers to any foreign material that has found its way onto the sprinkler. Depending on its makeup and its location on the sprinkler, loading can adhere components, disrupt spray patterns, or at the very least act as an insulator, delaying release. For this reason, any sprinkler that shows signs of loading detrimental to sprinkler performance shall be replaced at the annual floor level inspection. (5.2.1.1.1) Note,

however, that “in lieu of replacing sprinklers that are loaded with a coating of dust, cleaning the sprinklers with compressed air or a vacuum is permitted, provided that the equipment does not touch the sprinkler.” (A.5.2.1.1.1)

Paint – A special type of loading that is particularly good at adhering. Paint located in the deflector can affect the water distribution pattern while paint on the release mechanism or water seal could help hold those components in place. Of course, as with all loading, it can also act as an insulator and delay release if located around the release mechanism.

According to the latest edition of NFPA 25, paint, other than that applied by the sprinkler manufacturer, detrimental to sprinkler performance shall be replaced during the annual floor level inspection. (5.2.1.1.1)

Loss of fluid in a glass bulb heat-responsive element – As the fluid in a glass bulb heat-responsive element heats up, it expands. Eventually, enough heat and expansion has occurred to break the glass bulb (activation) holding back the water seal. Loss of fluid in a glass bulb creates an air pocket for that expansion to grow into, thus delaying or even preventing release if that air pocket is big enough. Any sprinkler that shows signs of a loss of fluid in the glass bulb heat-responsive element shall be replaced. (5.2.1.1.1)

O-Rings – About 5% of the sprinklers received by Dyne Fire Protection Labs in 2024 featured an O-ring water seal design. O-ring designs have a notoriously high failure rate (+50%), failing to release when activated. As a result, a sprinkler featuring an O-ring water seal design has not been Listed at UL in over 20 years. Be on the lookout for this design during your annual floor level inspections. It should be replaced upon discovery.

About the Author:

Grant Lobdell is the President at Dyne Fire Protection Labs, an NFPA Global Solutions Company. Dyne is an ISO 9001 Certified and 17025 Accredited Testing Laboratory providing quick, reliable, and independent analysis of fire sprinklers, fire-fighting foams, antifreeze solutions, and dry chemical agents to help building owners and/or their designated representatives fulfill various laboratory requirements in inspection, testing, and maintenance standards.

Grant can be reached at: 800-632-2304, grant@dyneusa.com.

Every year in our January edition we take a look at where we think things in the industry are headed. Many things factor into how the next year will pan out – politics, economy, innovations, new technology, etc. Here are some thoughts on what the next 12 months may have in store.

Readers Replies

Predictions for the Future of the Fire Sprinkler Industry

Sprinkler Discharge

I predict that the California Water Resource Board, through the nine regional water boards throughout the State, will be taking a stronger position of illicit discharges from fire sprinklers.

— *Robert M. Sanchez, President
Fire Prevention Services
La Habra, CA*

Artificial Intelligence

One thing I could see in the near future is AI doing most of all new design and layout projects. With BIM platforms like Revit or Navisworks, AI will learn the trade's rules and design way faster than what a human can do and creating near perfect installation drawings.

This will leave most designs to existing structures only. And this may be short-term as well with the development and use of 3D CAD modeling, using raw point cloud data. This is currently in use and can be converted to REVIT for BIM use.

The life of the average FP designer may be limited to using this technology in the field and letting AI do the rest.

It may not affect me much as I probably will be retiring in the next 5-10 years.

— *Bob Hauck
Hawk Fire Protection
New York State*

A Bigger Shift

Great question my friend. I would say that we are starting to see a bigger “shift” in our industry that is long overdue, in so much as we are starting to get our bearings as the Fire Protection Industry on newer technologies, understanding the importance of data, and how that drives decision-making from an end-user perspective.

We are seeing the manufacturers evolving technologies more so to be able to deliver that raw and very needed data in new and exciting ways – Bluetooth, digitalization, open communications protocols.

What is also great is that the Codes and Standards are assisting this push with obvious input from the various integrated partners, AHJs, end-users, contractors, manufacturers, insurance companies, and more.

— *Jack Coffelt
Director of Fire Life
Safety Partnerships
Service Trade
www.servicetrade.com*

Optimism is Sky-High

I'm predicting things are going to get *VERY BUSY* in 2025. The tsunami of work has already started, optimism is sky-high, and everyone is looking forward to the new year!

— *Adam Tuomala
Owner/Estimator/NICET IV
Phoenix Fire Protection
Lago Vista, TX*

Predictions 1-4

1. Increased AHJ enforcement of inspections.
2. Remote inspections.
3. Advances in corrosion mitigation.
4. AI generated designs.

— *Jeff Bridges
JB Fire Protection
Anaheim, CA*

Construction Strong

Construction has been strong in Florida with the leftover positive impact of the previous Trump administration and will continue strong through the next Trump administration. Good guys won!

— *Pete Lazdins, SET
www.Compufire.Us Inc.*

Targeted Deluge

We will move from “water, water, water” to “Early detection and targeted deluge” for industrial and outdoor applications.

— *Ryan J. Fogelman
VP of Fire Protection Solutions
Fire Rover, LLC
www.firerover.com
<https://www.linkedin.com/in/ryanjayfogelman/>*

□

Send your thoughts,
opinions, and comments to:
info@fpcmag.com

Happy New Year!

Fire Sprinklers – The Next Phase?

By Jerry D. Watts, M.S.F.P.E.

I have just reached the 50-year mark in the Fire Sprinkler Profession – circa GRINNELL Fire Protection and the Pearl Ridge Shopping Mall in Honolulu, Hawaii in September 1974. As some of you know, I am a third-generation sprinkler guy that received my very first paycheck with GRINNELL of the Pacific (Los Angeles) as summer help in 1964 when I was 11 turning 12. I've seen a few things over the past half-century having served in my various positions working around the world. One of the areas of sprinklers that we ventured into some 20 years ago was the design of residential, exterior roof-top sprinklers. This was by request from some of the homeowners in Los Alamos, New Mexico following one of the big fires back then. Homeowners around our Santa Fe area – located in mountainous terrains – started calling us for roof protection. Our designs incorporate a dry-pipe/deluge system approach with open sprinklers and solenoid valve (pull station) for manual activation.

I am virtually certain there will be explosive growth in the coming years for fire sprinkler contractors in the installation of roof protection. Whether a sprinkler company “teams-up” with current wildland suppression systems manufacturers or designs and installs roof systems with existing sprinkler industry technology, I see a significant demand coming for exterior sprinklers. It doesn't take a rocket scientist to see developing global warming trends will only result in ongoing, greater catastrophic fires throughout the United States. Actually, some *FPC* subscribers may have already experienced insurance industry notifications regarding their fire insurance coverage – my wife and I certainly have here in Santa Fe. I predict (at some point) it will be impossible to obtain homeowner/fire insurance coverage without exterior/roof fire sprinkler protection, regardless if you have interior 13D fire sprinklers. And if property owners are able to retain insurance coverage, will the rates even be affordable? Again, I think the roof sprinklers will help reduce insurance premiums similar to what we previously experienced for 13D systems.

We have just started working on a new house in Alto, New Mexico. You will likely recall the devastating fire that nearly destroyed their neighboring community, Ruidoso. This will

be our very first design supplementing a 13D system with a roof fire sprinkler system. As always, we await the critical water supply data before designing the sprinkler piping (galvanized steel) to be installed directly on the roof surface.

We have yet to determine who will take jurisdiction over the project and review our drawings and calculations. In New Mexico, if an AHJ is not available to provide plans review and inspection services, then one of our licensed fire protection engineers can perform those tasks (in single-family, 13D applications). We have yet to determine how an insurance underwriter will view a voluntary residential installation with both interior and exterior protection. Hopefully, there will be premium reductions afforded truly “fully sprinklered” homes.

My pride in reaching the 50-year mark in sprinklers is exceeded only by the news my wife received on our recent vacation to Half Moon Bay, California. My better half, Lorna Dyer, will be inducted into the U.S. Figure Skating Hall of Fame next year at the 2025 U.S. Figure Skating Championships in Wichita, Kansas. She will be joining her teammate, former National and World Ladies Singles Champion Peggy Fleming, in the Hall of Fame in Colorado Springs, Colorado. A retired 32-year high school biology/marine science teacher, Lorna was U.S. and North American Champion during her skating career on the U.S. Team from 1963 to 1967, bringing home three medals in five World Championships. She was Washington State Teacher of the Year in 1985 and a candidate for the NASA Teacher in Space Program in 1986.

As I have written in my *FPC* articles over the past decades, I wish all of my fire sprinkler brethren the happiest of holidays and a resoundingly successful/fulfilling 2025. “Fire Sprinklers Save Lives – and Firefighters!!” It simply does not get any better than that!

About the Author:

Jerry D. Watts, MSFPE, is President/Co-Founder and Principal Fire Protection Engineer at Accent Fire Engineering International, Ltd., Santa Fe, New Mexico. He may be reached at: (800) 503-1961, accentfire@aol.com.

“I am virtually certain there will be explosive growth in the coming years for fire sprinkler contractors in the installation of roof protection.”



What are your thoughts on integrating wildland suppression systems into present systems? Send opinions, comments, and thoughts to: info@fpcmag.com.

Predictions for the Fire Sprinkler Industry

By David Cook

The fire sprinkler industry is evolving rapidly due to advances in technology, regulatory updates, and an increased focus on sustainability and safety. Here's a closer look at the likely developments over the next six months, one year, five years, and 10 years.

Over the Next Six Months

The fire sprinkler industry is expected to continue its post-pandemic recovery as construction projects regain momentum. Key short-term trends include:

1. **Increased Adoption of Retrofits:** With many older buildings being repurposed or updated, retrofitting fire sprinklers will remain a critical focus to meet modern safety standards.
2. **Enhanced Supply Chain Strategies:** The industry is likely to address recent supply chain disruptions by increasing local manufacturing and adopting just-in-time delivery practices.
3. **Growing Regulatory Pressure:** Cities and states will likely push for stricter fire safety codes, particularly for high-rise residential and mixed-use buildings.
4. **Smart Sprinkler Systems Gaining Traction:** Expect an uptick in interest for IoT-enabled fire sprinklers, as property owners look for more efficient and integrated fire protection solutions.

Over the Next Year

Within the next year, the industry is set to see more significant shifts driven by innovation and compliance.

1. **Technological Advancements:** The integration of artificial intelligence (AI) with fire suppression systems will enable predictive maintenance and faster response times.
2. **Sustainability Initiatives:** Companies will focus on using environmentally friendly materials and reducing water usage in sprinkler systems, responding to growing environmental concerns.
3. **More Stringent Building Codes:** Governments are expected to introduce or revise legislation to mandate sprinklers in smaller residential buildings and other under-regulated sectors.
4. **Expanded Training Programs:** The demand for skilled fire protection professionals will prompt industry players to invest in training and certification programs to bridge the skills gap.

Over the Next Five Years

Looking ahead to the next five years, several macro trends are poised to shape the fire sprinkler industry.

1. **Widespread IoT Adoption:** Smart buildings will rely heavily on connected fire suppression systems, making real-time monitoring a standard feature in commercial and residential properties.
2. **Global Standardization:** As global markets become more interconnected, there will likely be a push toward harmonized fire safety regulations to simplify international construction projects.
3. **Advanced Suppression Technologies:** Water mist and hybrid systems combining traditional sprinklers with gas-based solutions will become more common, especially in specialized environments like data centers.
4. **Urbanization Driving Demand:** The continued growth of cities will fuel the demand for fire protection in high-density residential and commercial spaces.
5. **Increased Focus on Resilience:** Sprinkler systems will be designed with enhanced durability to withstand extreme conditions, including earthquakes and other natural disasters.

Over the Next 10 Years

In a decade, the fire sprinkler industry will look drastically different due to transformative technologies and shifting societal priorities.

1. **AI-Powered Safety Networks:** Entire buildings and neighborhoods will leverage integrated AI networks for fire prevention, detection, and suppression, reducing reliance on human intervention.
2. **Waterless Fire Suppression Systems:** Innovations like advanced gas-based and chemical suppression technologies will likely reduce the dependency on water, addressing global water scarcity concerns.
3. **Carbon Neutral Systems:** The industry will align with global sustainability goals, offering carbon-neutral or even carbon-negative fire suppression solutions.
4. **Greater Customization:** Modular and highly adaptable sprinkler systems will dominate, allowing for tailored solutions in unique architectural spaces.
5. **Global Urban Expansion:** As urban populations rise, governments worldwide will invest in fire protection infrastructure for megacities, creating opportunities for large-scale projects.

“Within the next year, the industry is set to see more significant shifts driven by innovation and compliance.”

The fire sprinkler industry is on the cusp of significant innovation and transformation. In the short term, retrofits, technology integration, and regulatory compliance will dominate. Over the longer term, sustainability, smart systems, and advanced suppression technologies will redefine the landscape. Industry stakeholders should stay ahead of these trends to remain competitive in an increasingly dynamic market.

This forward-looking vision underscores the critical role the fire sprinkler industry plays in shaping safer, more sustainable communities.

About the Author:

David Cook, CPE, is Sales Manager with Aegis Fire Protection, LLC.

He can be reached at: Aegis Fire Protection, LLC, 13415 W. 98th Street, Lenexa, KS 66215; or at their Missouri Office, 305 South Kyler, Suite 511, Monett, MO 65708; (913) 825-0178.

You may also visit: youtube.com/c/AegisFireProtectionFireSprinklerFireAlarm.

More Comments...

Changes

1. The patent is running out on the Victaulic 909 coupling. Many manufactures are coming out with their own version of this coupling.
2. General Air’s alternative solution for nitrogen generators is being adopted widely.
3. Compliance engine third party are becoming prevalent.
4. Many fire sprinkler companies are going to be acquired.

2025 Predictions

1. Big fire sprinkler companies are going to have a lot of spin offs. People do not like working for big corporations.
2. The division ‘Tyco Fire Products’ is going away. Maybe sold or dramatically changed.

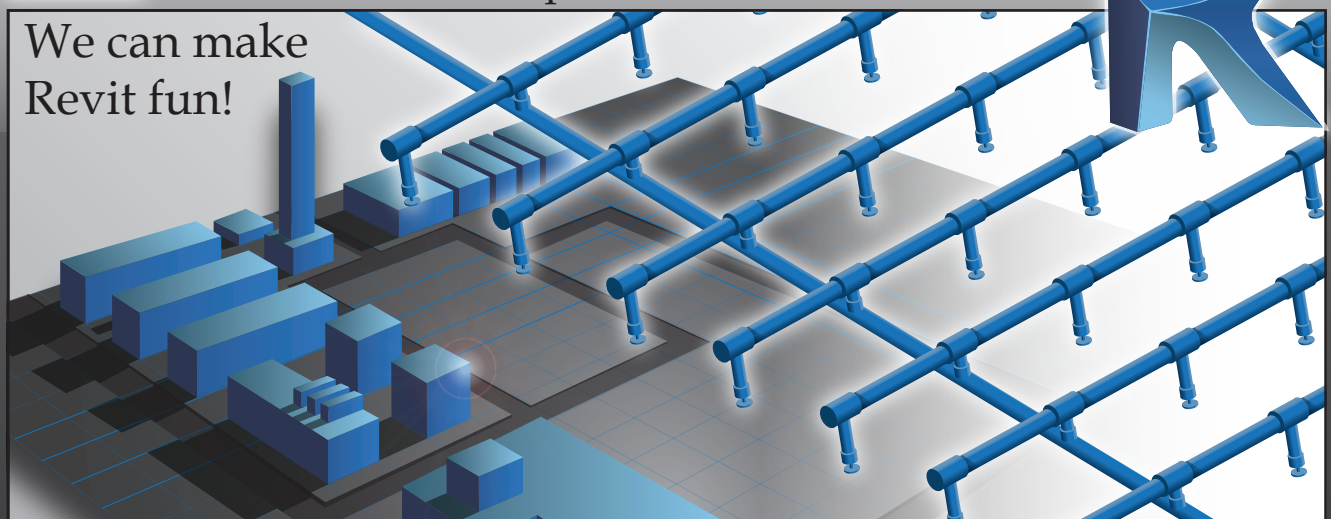
— David Cook, CPE
Sales Manager
Aegis Fire Protection, LLC
Lenexa, KS



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Potter's Auto-Test Pressure Switch

To Enhance Sprinkler System Maintenance

Automated Testing Feature Set to Improve Efficiency and Safety in Fire Protection Systems

Potter Electric Signal Company, LLC of St. Louis, Missouri, announced the Auto-Test Pressure Switch (ATPS), the latest addition to its Auto-ITM line of products that help contractors automate certain aspects of the inspection, testing, and maintenance of fire sprinkler systems. Designed to streamline these inspection and testing processes, the ATPS automates essential pressure tests, reducing human error and improving system reliability.

The ATPS uses patent-pending technology to perform high and low pressure tests with just the push of a button, eliminating the need for manual intervention. By minimizing the risk of system failure, the ATPS ensures that fire protection systems remain compliant with safety standards, while reducing down-

time and labor costs for contractors.

“We are thrilled to introduce the Auto-Test Pressure Switch,” said Sean Rogers, Director of Product Management for Potter Sprinkler Monitoring. “This device addresses a critical need in the industry. Manual testing is time-consuming and prone to error, but the ATPS simplifies the entire process, delivering dependable and consistent results. It also mitigates the risks of accidental system discharges, which is a significant concern for contractors.”

Key Features and Benefits:

- **Automated Testing:** Performs both high and low supervisory pressure and alarm switch testing for sprinkler systems quickly and efficiently.
- **Risk Reduction:** Eliminates the risk of accidental system discharges during testing, ensuring higher safety and reduced liability.
- **Adaptability:** Compatible with various pressure configurations, reducing the need for multiple devices.
- **Versatile Mounting Options:** Easily mounts to a riser or wall, making installation seamless for contractors.
- **Replaces Traditional Pressure Switches:** The ATPS consolidates the functionality of both supervisory and alarm pressure switches into a single unit, eliminating the need for multiple traditional switches. This not only simplifies installation but also reduces maintenance complexity.

Rogers further emphasized the time-saving benefits for contractors: “We’ve heard from our partners how the time spent on manual pressure testing can add up, especially on larger systems with multiple risers. The Auto-Test Pressure Switch cuts down testing time dramatically, allowing them to service more clients and maintain systems more efficiently.”

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

Looking Back...

Atlanta's Winecoff Hotel Disaster Changed Fire Safety

An item by Thomas Wheatley posted December 6, 2024, on www.axios.com, said the reason why your hotel room has a sprinkler system and plenty of exits has its roots in a fire on Peachtree Street.

Why it matters: The Winecoff Hotel fire claimed the lives of 119 people, making it the deadliest hotel blaze in U.S. history. The disaster, along with hotel blazes that same year in Illinois and Iowa, led to changes to fire codes across the country.

Catch up quick: Not long before dawn on December 7, 1946, Atlanta firefighters responded to the Winecoff to extinguish a fire consuming the building. For more than two hours, crews attempted to reach and rescue roughly 280 guests in the 15-story building.

Zoom in: The steel-framed hotel claimed to be “absolutely

fireproof” but had no fire escapes or sprinklers, according to Sam Heys and Allen B. Goodwin’s authoritative book about the disaster. The crew’s ladders could not reach past the eighth floor of the hotel, and the firefighters’ rescue nets could not accommodate people falling from higher than 70 feet, according to the Georgia Historical Society. The hotel’s delayed call for help contributed to the fire’s spread. Guests jumped from upper floors, tied together bedsheets to climb down or attempted to reach adjacent buildings to escape the flames. Victims included high school students visiting town to attend the YMCA’s Youth Assembly at the Georgia Capitol and the hotel’s original developer and his wife who lived in an upper-floor suite.

The intrigue: The fire’s cause is disputed. Possibilities have included a dropped cigarette or arson associated with a card game in the hotel.

The big picture: The disaster made national news and prompted cities to update their fire codes.

After sitting vacant for years, the Winecoff reopened in 2007 – with plenty of safety upgrades – as the Ellis Hotel.

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HERE ARE SOME RECENT CLOSINGS FROM RORY RUSSELL'S AFS:

Memphis, TN.....\$4.2 Million

Tampa, FL.....\$6.8 Million

Los Angeles, CA.....\$10.4 Million

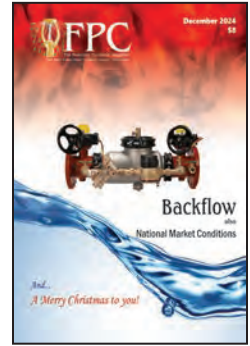
Philadelphia, PA.....\$12 Million

Sarasota, FL.....\$21.5 Million

Woodland, PA.....\$1.8 Million

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2024 Top Stories



Technical Challenges

I think we are facing one of the largest technical challenges that we have had in many years.

That challenge being how to work within our existing codes, and possibly amend the same, to adequately fight fires generated by **electric powered vehicles**.

I know the State Fire Marshal's Office is feverishly working with the code and engineering community as well as local jurisdictions as to the "How and Why" of this growing problem.

I have been in the fire sprinkler industry for over 50 years and feel this is one of the largest and most complex issues we have faced.

— John W. Farabee
Semi-Retired Fire Sprinkler Man
Florida

I remember seeing your name when I started in 1986.

— Brant

I started with ASCOA in Birmingham, Alabama, in 1973 working on the "Board" for Melvin Smith (Yep...I'm one of his) until they moved me to Miami in '76. Been in Florida ever since...semi-retired but still hold a State License.

I read you guys every month!

Thanks for all you do.

— John W. Farabee

What are your thoughts on electric powered vehicles and lithium batteries as they pertain to the fire sprinkler industry?

We'd love to hear from you!

info@fpcmag.com

Tentative Interim Amendments (TIA)

By John Deutsch

For me, the biggest story is NFPA's issue of TIA 22-8 (TIA Log 1747). This TIA was required to make the 2022 edition of NFPA 13 retroactively align with the new version of ASCE7-22. The TIA creates six significant changes to seismic layout and calculations:

- 1) The variable S_d s replaces the use of variable S_s . This affects sections 3.3.198, 18.5.9.3, 18.5.9.3.1, and 18.5.9.3.2.
- 2) Section 18.5.9.3 has been revised and Table 18.5.9.3, which may be used to determine the Seismic Coefficient C_p , is completely removed and replaced with the simplified formula $C_p = 0.754 * S_{dss}$.
- 3) In section 18.5.9.4 the formula, which may be used to calculate the Seismic Coefficient C_p , is now based on the ASCE7-22 force formula. The formula in ASCE7-22 is significantly different to the formula used in previous versions of ASCE7 since the 2010 edition. The use of section 18.5.9.4 has the potential to greatly reduce the value of the Seismic Coefficient C_p when compared to

the simplified formula in Section 18.5.9.3.

- 4) The allowable main stress in section 18.5.5.2 and Tables 18.5.5.2(a) through 18.5.5.2(n) have changed and have lower allowable loads.
- 5) The allowable riser nipple stress calculations in section 18.5.9.6.2 have been reduced. The exceptions where riser nipple stress may be ignored has also been reduced.
- 6) Branch line restraint spacing as per section 18.6.4 and Tables 18.6.4(a) and 18.6.4(b) has been reduced.

The changes made by TIA 22-8 to the 2022 edition of NFPA 13 are some of the biggest changes to seismic design since the industry started doing seismic calculations.

About the Author:

John Deutsch is the Seismic/Hanger Specialist with ASC Engineered Solutions.

He can be reached at: (714) 831-7983, JDeutsch@ASC-ES.com.

Top Stories in *FPC*...

January

It looks like it was 50/50 on Predictions for 2024. How did small businesses really do? The issues remained throughout the year: inflation, hiring, supply chain, and interest rates.

Ken Wagoner explained why it's so important to 'Keep Good Records.' A contractor was saved from legal liability in the case of a property he had serviced, but had been disabled, because he wrote his work all down and had it signed off by the local Fire Marshal.

February

Covered ITM/NFPA 25 – what is the Contractor's responsibility, what are the expectations, and where to get training.

In a Business article, Jeff Mowatt offered six tips on how to build trust by managing customer expectations, and we also saw the first in quite a few examples of the challenges in putting out a lithium-ion battery fire.

March

March is always "Fire Sprinkler History Month" for *FPC*, and we covered a range of fire sprinkler industry anecdotes, documentation, and the evolution of materials and manufacturers.

Residential: Fire Marshal Chase Browning explained how smart water meters can save homeowners and developers money when installing FS systems. He suggested a 4.5 k-factor sprinkler be developed and tested. Plus, firsthand accounts of a sprinkler retrofit with 14,000 heads installed in 37 Community Housing Tower Blocks in the UK, and in Tahoe, California, Alwest Fire Protection explained their riser configuration that incorporated freeze protection into the system design and installation.

Lastly, Jackie Ward with Victaulic identified 15 tips for a successful ITM visit.

April

NextGen showcased some up-and-coming NextGenners, and shared industry efforts to find and encourage people to enter the field.

We also had a photo-journal report on Sacramento Valley/AFSA's annual Trade Show. *FPC* always tries to attend.

May

Flexible Assemblies covered the options, innovations, and best practices when using these essential products, including a 'how I did it' article from Phoenix Fire Protection owner Adam Tuomala.

We also published a calendar of golf and other benefit events. We encourage everyone in the Industry to support and attend these fun, worthwhile events.

June

This month took a look at career opportunities for fire sprinkler technicians and some educational options to help them get there.

Russ Leavitt explained the development process for Codes and *Standards*, and how important contractor input is to these processes.

Plus, a New Product item – EcoSmarts Water Filtration System might make testing/maintenance water discharges a lot easier...

July

A News item noted inspections were eight months behind in Tulsa, Oklahoma. If it's true for Tulsa, it must be true elsewhere. What can the Fire Sprinkler Industry do to help?

Fire Tech Productions shared how to create a 'process' list to help your company be more efficient and productive.

And, we reported on Ferguson Fire & Fabrication's Trade Show Tour that ran from March to November. We encourage this kind of event, taking it on the road for the benefit of contractors and engineers.

August

We reported on the NFSA Expo that was held in June, and celebrated Russ Leavitt as our 'Person of the Year'... enough said!

September

In Letters, Scott Harrison noted that the NFPA Expo this year had a more diverse mix of attendees – particularly from Latin America and Asian countries – plus many new vendors representing manufacturers outside the U.S.

Also, Tom Hartel divulged the mysteries, dangers, and risks of underground piping repair in a thought-provoking, two-part article (Part 2 continued in October.)

October

Fire Pumps and Expert Witnessing are highlighted. And Part 2 of underground piping repair.

November

In a News item, we learned independent steel pipe and tube manufacturer Zekelman Industries kicked off a "Demand Domestic" campaign, spotlighting the benefits of domestic manufacturing – it supports American jobs, communities, and prosperity. November rounded out with a report on AFSA43 Annual Convention, and a look at the ins and outs of Dormant Systems.

December

We heard from our readers how 2025 is shaping up in our yearly National Market Conditions Survey. Overall, things are looking pretty good across the country!

Mark Inman took us through the disassembly and service of the first and second check valves in a backflow device.

New Level 1, Level 2, and Level 3 AFSA Virtual Instruction Program (VIP) apprentice courses will launch in the first quarter of 2025 to help grow the next generation of field personnel.

If you want to see the Digital editions of these magazines, start a digital subscription at: <https://www.fpcmag.com/subscriptions>.

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Level Up Your Skills With AFSA

AFSA Announces Comprehensive Training Programs for 2025

By Clarissa Rios

The American Fire Sprinkler Association (AFSA) has released its 2025 course offerings and schedules. Are you looking to grow your fire sprinkler business or opportunities to advance your career? AFSA will have the right option for you! With its popular educational webinars, hands-on workshops, and development programs, AFSA is a well-known training expert within the fire sprinkler industry.

“Business is booming. Backlogs are well-logged. 2025 looks bright for the fire sprinkler industry!” says AFSA’s Vice President of Education Services Leslie Clounts. “Don’t neglect professional development, whether it’s your own or your team’s. Arming yourself with continued education adds value to yourself, your role at your company, and your company’s position in the market.”

Train The VIP Way

The Virtual Instruction Program (VIP) is live virtual apprentice instruction with expert trainers. The Sprinkler Fitting curriculum, now in its 4th edition, correlates with NFPA 13, *Standard for the Installation of Sprinkler Systems*, 2019 and 2022 editions. These textbooks and supporting instructor resources are produced through AFSA and NCCER. Each of the three VIP levels now available provides 10 months of education to accompany the On-The-Job Learning (OJL) conducted

by the employer. The education includes the Sprinkler Fitting textbooks, two live monthly webinars, performance tasks to reinforce the modules, self-study components, and assessments. VIP Level 3 will debut in February, joining VIP Levels 1 and 2, which are scheduled to launch in January and March.

“Arming yourself with continued education adds value to yourself, your role at your company, and your company’s position in the market.”

ITM Training Opportunities

Three ITM workshops will be offered throughout 2025. The Beginning ITM Workshop focuses on essential procedures and best practices for properly functioning and reliability of sprinkler systems based on NFPA 25, *Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems*. Participants gain further knowledge of codes, *Standards*, and all parties involved in inspections and testing. In this training, participants will detect potential issues, conduct inspections and tests, complete routine maintenance tasks, and compare components of various water-based fire protection systems.

The Intermediate ITM Workshop performs flow tests on service mains and standpipes, collects and analyzes results, and perfects participants’ knowledge in determining frequencies and procedures for inspection and testing. This training explores component differentiation, sequence of operations, and specific considerations for deluge and preaction systems. In-depth knowledge of 3- and 5-year ITM and hands-on troubleshooting exercises will also be conducted.

The Fire Pump ITM Workshop develops knowledge of fire pump installations and essential ITM processes. This workshop discusses key differences between diesel and electric-driven fire pumps and presents various water flow tests. AFSA provides hands-on demonstrations of no-flow and full-flow fire pump tests and educates on ITM requirements for water storage tanks. Participants also interact with energy diffuser selection, data acquisition, supply graphing, and data interpretation to provide an understanding of stationary fire pumps.

Due to high demand, AFSA adds a third cycle to the 2025 lineup (spring, summer, and fall launches). Utilizing nearly every learning approach, this program aims to truly develop a new trainee into an efficient NICET Level II-equivalent inspector. Combining on-demand, live webinar, classroom, hands-on lab, and simulated field instruction, students will learn code-compliant inspections, customer relations, preparing reports, and test-taking tips that have resulted in a 92% pass rate on NICET Level I & II exams for students in this program, compared to the national average of 60%.

Level 1 - Class Starts January 2025

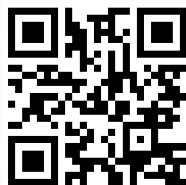
Level 2 - Class Starts March 2025

Level 3 - Class Starts February 2025

Visit: firesprinkler.org/vip



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Enhance Your Design Skills at AFSA

AFSA's Beginning Design School presents a comprehensive, practical approach to preparing fire sprinkler system drawings. It's popular for its hybrid approach, with six live webinars followed by one week of in-person instruction. Students will study the installation and design approach requirements of NFPA 13 (2022 edition), prepare system layout drawings, and perform hydraulic calculations by hand.

Experienced layout technicians will find the Intermediate Design School helpful in understanding layouts for standpipe systems, fire pumps, seismic protection, and the design requirements for general storage in depth. In addition to mastering requirements in NFPA 13, NFPA 14, and NFPA 20, students will utilize computer modeling software to apply design requirements learned throughout the course, becoming familiar with the BIM process.

Hydraulic Calculations Workshops

The Sprinkler Hydraulic Calculations Workshop is a three-day, in-person workshop that provides a deep dive into the principles of hydraulics, including the different types of pressure, calculating changes in pressure (elevation and friction loss), and node analysis.

The Advanced Hydraulic Calculations Workshop is also three days and focuses on advanced hydraulic principles for standpipe systems, fire pump assemblies, and water storage tanks. Students will receive classroom instruction, work through examples, and complete practice exercises.

Live Webinars

AFSA hosts live webinars throughout the year on relevant topics within the fire sprinkler industry. These events provide participants with an opportunity to earn CEUs and/or CPDs by attending. Industry experts deliver the courses, and they are designed to offer convenience and flexibility. Watch for joint webinars with other industry-leading organizations, to be announced soon!

Enroll Early and Save!

Training is essential for any industry, and proper training is indispensable. AFSA's education and training programs ensure industry players are well-equipped to perform their jobs safely and efficiently.

Interested in registering yourself or someone on your team for one of AFSA's training opportunities? Save money while advancing your skills! Register soon to take advantage of early bird sales for a discount on regular registration pricing.

About the Author:

Clarissa Rios is the Communications Coordinator for the American Fire Sprinkler Association (AFSA). She is skilled in communications, media relations, and client management. Rios is a Journalism and Public Relations graduate from the University of North Texas.

For more information visit: www.firesprinkler.org.



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THE MACOMB GROUP announced they are moving their operations in Cincinnati, Ohio, to a new building in West Chester, Ohio. Approximately 20 miles north of downtown Cincinnati, the facility, located at 9030 Port Union Road, is in a new industrial park and encompasses 104,000 sq. ft., more than quadrupling the existing facility to meet market demand.

“We have been evaluating the surrounding market for a couple of years to identify the right location and facility that could meet our needs and this area and the building checked all our boxes,” said Scott Henegar, Chief Operating Officer at The Macomb Group. “The new building is located only a few miles away from the old facility, which will provide convenience for customers and the opportunity to deliver our vast array of services, divisions, and expertise to more of the region.”

The new facility will include an inside and outside sales team, will-call customer sales counter, and warehouse with ample space for indoor pipe storage served by an overhead crane and outdoor storage as well. Cincinnati Branch Manager Mike Scharfenberger said, “The whole team here in Cincinnati is excited to expand our opportunities in the area.”

The West Chester facility will be one of seven branches serving Ohio along with Akron, Cleveland, Columbus, Lima, Toledo, and Willoughby. While renovations and transition of operations have already started, the facility is slated to open in January 2025.

The Macomb Group Fire & Fabrication Division provides licensed fire protection contractors and engineers with a diverse mix of products from top-notch manufacturers. Best of all, when you choose.

The Macomb Group is a leading wholesale distributor of pipe, valves, and fittings. Founded in 1977, the company now has 30 service branches and over 700 employees in 11 states including MI, GA, IN, KY, NJ, NC, OH, PA, SC, TN, and WI. The Macomb Group serves a diverse mix of end markets, including automotive, food and beverage, general

manufacturing, hospitals, schools, power plants, and general industry.

For more information visit: www.macombgroup.com, (888) 756-4110.

THE RELIABLE AUTOMATIC SPRINKLER CO. INC. announced it has been acquired by Tailwind Capital, a prominent Private Equity Firm located in New York City, New York. Tailwind is committed to the continued growth and development of the Fire Sprinkler Initiative of saving lives and property from the ravages of fire. This commitment is backed by Tailwind’s philosophy of growing companies like Reliable through operational investments, professionalizing operations, implementing technology capabilities, and investing in talent.

Attracting a committed investor like Tailwind is a testimonial to Reliable’s successes in operations, product development, sales/technical support, and customer focus.

Reliable will continue its 104-year legacy of providing quality fire protection equipment, continuous innovation, and an unwavering commitment to providing exceptional service to our customers. Reliable will continue to serve the market via a direct relationship with our contractor base, without whom Reliable would never have been able to achieve all that we have to date. Fueled by Tailwind’s resources, Reliable looks forward to continued growth through accelerated product development, investment in cutting-edge production and fabrication techniques, and providing exceptional service through our global sales and distribution network.

While there will be no immediate changes to Reliable’s day-to-day operations, the following senior management changes took effect on July 1, 2024:

- Kevin T. Fee will serve as Special Consultant to the CEO for the next two years.
- John McNamara has been promoted to Chief Executive Officer (CEO).
- Steven Wolin has been promoted to Chief Operating Officer (COO).

• Matt Hoogerland has been named interim Chief Financial Officer (CFO), succeeding Bob Hultgren who will serve as Sr. Advisor to the CFO.

• FJ Fee IV will remain as SVP of Marketing, IT, and Business Development.

• Kevin T. Fee Jr. will serve as Sr. Advisor to the CEO for the next nine months.

Thank you for your support over the past years and decades. With your continued participation, we look forward to driving mutual growth and prosperity for years to come.

THE RIVERSIDE COMPANY, a global investment firm focused on the smaller end of the middle market, has invested in **ACTION TECHNOLOGY SYSTEMS (ATS)** as an add-on to its fire and life safety platform, **PERFORMANCE SYSTEMS INTEGRATION (PSI)**. Based in Portland, Oregon, PSI is a leading single source provider of fire and life safety services in the Pacific Northwest, Mountain West, Northern California, and the Pacific. The company provides customers with fire and life safety services including system inspection, service and monitoring, equipment, and first-aid sales and cylinder repairs, as well as installations for new construction and retrofits.

ATS is headquartered in Portland, Oregon, and provides commercial customers in the greater Portland area with fire alarm service, fire alarm monitoring, and fire alarm installations.

“Action Technology Systems is the 13th add-on to PSI under Riverside’s ownership and further establishes PSI’s strong position in the Pacific Northwest,” said Riverside Managing Partner Loren Schlachet. “The company is a strong fit with PSI and will present multiple growth opportunities for the PSI platform.”

“We’re excited to have Action Technology Systems as part of the PSI family,” said PSI CEO Jodi Kohler. “We look forward to providing expanded services

to customers in the greater Portland area and building upon the strong reputation ATS has worked hard to establish.”

PSI is committed to delivering high-quality customer service through its ‘single-point-of-management’ compliance services for all fire and life safety inspection, repair, and installations in the Pacific Northwest, Mountain West, the California Bay Area, and Hawaii. PSI also operates cylinder requalification, cylinder maintenance, and fire equipment parts distribution businesses under the Fire King brand and provides dedicated marine suppression services under the A. Gow brand. With decades of experience in the fire and life safety industry, PSI’s mission is to help save lives by providing meaningful fire and life safety protection and training.

“We’re excited to add Action Technology Systems to the PSI platform and capitalize on the value that will be created through the combination of both businesses,” said Riverside Partner John McKernan. “We’ll continue to pursue similar customer-focused fire protection companies with strong technicians and specializations in inspection, repair, maintenance and monitoring of fire and life safety equipment.”

Working with Schlachet and McKernan on the deal for Riverside were Assistant Vice President Aakeem Andrada, Analyst Nikolai Kassogue, Analyst Kyle Davis, Operating Partner Shaun Kelly, and Finance Director Chrissie Yim. Origination Partner Cheryl Strom sourced the deal for Riverside.

About The Riverside Company: The Riverside Company is a global investment firm focused on being one of the leading private equity and flexible capital options for business owners and portfolio company employees at the smaller end of the middle market by seeking to fuel transformative growth and create lasting value. Since its founding in 1988, Riverside has made more than 1,000 investments. The firm’s international private equity and flexible capital portfolios include more than 140 companies.

For more information visit: www.riversidecompany.com.

UNITED FIRE SYSTEMS’ latest newsletter includes news and updates.

The NITROGEN-PAC™ Model SC is the solution that seamlessly connects your current struggles with a future of reliability. This self-contained nitrogen-based sprinkler corrosion inhibiting system effectively protects against rust and deterioration, extending the life of

your sprinkler systems. By investing in NITROGEN-PAC™, you not only safeguard your infrastructure but also enhance overall operational efficiency, allowing for peace of mind and significant cost savings.

NFPA 13 - 2025 Revision Regarding Air Compressors: NFPA 13, *Standard for the Installation of Sprinkler Systems*, is in its revision cycle and the new edition will be released in 2025. Section 7-10 will require that air compressors used with sprinkler systems be listed. UNITED Fire Systems is pleased to announce that our air compressors assembled in PREACTION-PAC™ and SPRINKLER-PAC™ products, along with our Riser Mount Air Compressors Model RMAC-LP, are UL Certified to UL Standard 1450, *Motor-Operated Air Compressors*. Our documentation has been updated to include this information.

United Fire Systems is committed to innovation and education. Visit their website to learn more about training and continuing education courses.

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

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Emeritus Professor Fleischmann has retired from Te Whare Wānanga o Waitaha, New Zealand, University of Canterbury (UC) after leading the fire engineering program in the Department of Civil and Natural Resources Engineering for 30 years, developing it into an internationally well-known and respected degree. This according to an item on www.insidegovernment.co.nz posted September 12, 2024.

The 65-year-old grew up in the state of Washington, in the United States, and worked as a volunteer firefighter in the late 1970s before studying fire engineering at the University of Maryland and then achieving a Ph.D. from the University of California, Berkeley.

“Who else gets paid to play with matches, is the way I approach it,” he said, laughing. “I used to build model cars so I could blow them up with firecrackers, and I still have an interest in fires, but my focus now is very much on human safety.”

He was given the title of Emeritus Professor earlier this year in recognition of his contributions to teaching and research at UC. When he started teaching at UC in 1994, the fire engineering program was in its very early stages.

“I’m really proud that I’ve helped build a well-established and robust program in fire engineering that’s respected here and internationally. And I’m proud of the graduates that we’ve produced, because they’re the people who will carry on im-

proving building fire safety in New Zealand and internationally.

“In those early days our lab was very small, and we could only experiment with fires in something the size of a sofa, but now it’s big enough to burn a small room or a small automobile as part of our fire safety experiments,” Emeritus Professor Fleischmann said. “**The vast majority of our graduates get involved in the building industry, particularly fire safety engineering** in large buildings such as convention centers, airports, hospitals, and multi-story buildings. Some of them are working internationally and many others are here in New Zealand.”

His UC role involves working closely with Fire and Emergency New Zealand, and he says the goal of fire engineering is to support the work of firefighters by preventing and controlling fires, or at the very least, ensuring tools such as alarms and **sprinkler systems** help people get out of a building safely when there is a fire.

“Ideally you want people to be standing on the street corner when the fire service arrives, rather than having to rely on them to do the rescue,” he said.

Although officially retired, Emeritus Professor Fleischmann continues to work at UC part-time, supervising Ph.D. students

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Private Equity Firms, Fire Protection, and the Market Today

By Rory Russell

If you are the owner of a fire protection or security integration business today, it's important to understand the role of private equity firms in the industry. Whether you plan to sell your business or not, this market change has likely already started to impact your business and will continue to as time passes. So, here's a quick overview of what you need to know.

What Private Equity Firms Do and How They Impact the M&A Market

Private equity firms are investment management companies that partner with big groups of investors to make money by flipping businesses. They do this by pooling money from these investors to buy and sell businesses, often improving their operations and profitability before selling them.

Private equity firms operate in a few primary ways. They raise funds from institutional investors and high-net-worth individuals and use these funds to acquire companies. Once they have ownership in a company, these firms make strategic changes to improve the profitability of the business. This may include streamlining operations, improving management, or adding services. Or, they may simply provide the extra resources the business needs to keep growing. Their goal is to exit after a few years either by selling or through an initial public offering (IPO), making a profit for their investors.

The role of private equity firms in the mergers and acquisitions (M&A) market is significant. Their involvement can intensify competition, drive up prices, and shorten deal timelines.

Fire Protection and Private Equity: The Latest Match Made in Heaven

This pattern has been obvious in the fire protection space over the last decade. Owners of fire protection companies went from receiving a letter or two every few months to having stacks of offer letters on their desks as more big players entered the space. Fire protection services are recurring, generating a steady stream of revenue that is very attractive to investors. They are required and were deemed "essential" even during the pandemic.

The biggest obstacle facing many fire protection companies isn't a lack of demand. Apart from their hiring needs, the biggest issue can be just how expensive it is to expand into new areas or services. Warehouses and service vehicles are not cheap. Neither is the equipment necessary when adding a service.

That is why private equity firms are the perfect partner for fire protection companies. They are able to provide the funding

that the companies need to allow their growth to continue. The firms stabilize their investment portfolio by investing in an industry that provides recurring revenue. In return, they typically receive a majority stake in the company, which allows them to have some control over the final decision of when and how to exit their investment. Meanwhile, the fire protection company is able to reach new levels of success.

What's Ahead for Fire Protection Companies and Private Equity Firms?

The increasing competition in the fire protection acquisitions space means the industry is going to evolve a lot over the next few years. The amount of small to mid-level investors will slowly decrease as the biggest players continue to grow and acquire larger and larger targets. Areas previously not impacted by these bigger players will have to contend with them once they inevitably acquire a company in the region. Small fire protection companies will still be able to succeed, but their ability to pick up larger accounts may go down as more national providers enter the market.

This means that owners within the fire protection space should start thinking about how they want to handle these changes. If you own a fire protection company of any size, you will start to feel the impact of these shifts if you haven't already. Talking with your fellow owners or managers about this and making a plan for how you will handle the increased competition or shifts in demand in your area will help you weather the changes better.

About the Author:

As a veteran in the fire and security space, Rory specializes in helping fire protection companies find the right buyers for their unique needs and goals. He provides guidance and support throughout every stage of the process, dealing with the negotiations and logistics so you can focus on your team and family during this transition.

For more information contact:
Rory Russell, AFS, Acquisition
and Funding Services, Personal Cell Phone (24/7 availability):
888-544-6726, info@afssmartfunding.com.



PEOPLE continued from page 28

and mentoring other staff, while also working for the Washington-based UL Fire Safety Research Institute as a Principal Research Engineer.

In 2011, Professor Fleischmann was awarded the *Arthur B. Guise Medal* from the international Society of Fire Protection Engineers – an honor that acknowledges his pioneering work in fire protection engineering. He also played a major role in the development of fire safety requirements in the New Zealand Building Code.

In recognition of his innovative and effective teaching techniques, he was awarded the UC Teaching Award in 2010 and the Ako Aotearoa National Tertiary Teaching Excellence Award in 2014, one of the country's most prestigious teaching accolades.

Anirban Basu will be the Closing Industry Insight Session speaker at the Associated Builders and Contractors (ABC) Convention in Las Vegas, Nevada, that will be held February 25-27, 2025.

Anirban Basu is Chairman and CEO of Sage Policy Group Inc., an economic and policy consulting firm in Baltimore. He is also Chief Economist for ABC.

The *Baltimore Business Journal* named him one of the region's 20 most powerful business leaders in 2010. Basu teaches "History of Economic Thought" at Goucher College as Distinguished Economist in Residence, and his radio show can be heard weekdays on WYPR, 88.1 FM Baltimore.

For more information visit: <https://abcconvention.abc.org>.

Wolfgang Amadeus Mozart, the prolific and influential composer of the Classical period, may have his music played at the Fire Sprinkler International 2025 event that will be held in his hometown of Salzburg, April 2-3, 2025.

If you do hear his music there, be forewarned, it will not be played by the original artist (unless the name of the band is the "Original Artist").

For more information visit: www.firesprinklerinternational.com.

Rodney Dangerfield impressions will be heard this year at the Southern Fire Sprinkler Summit.

"I don't get no respect" was his most famous line. Rodney Dangerfield, king of one-liners once said, "I was so poor, my rich aunt died; in the will, I owed her \$20."

And from the movie *Caddyshack*, "So What? So, Let's Dance!"

The Southern Fire Sprinkler Summit will be at the Hilton in Pensacola Beach, Florida, from July 22-25, 2025, and hosted by the Alabama, Arkansas, Georgia, and Louisiana AFSA chapters.

For more information visit: <https://southernfiresprinklersummit.org>.



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Fire Sprinkler Int'l 2025

April 2-3, 2025 – Salzburg, Austria

Fire Sprinkler International 2025 will be held in Salzburg, April 2-3, 2025, and delegate registration is now open.

Hosted by the European Fire Sprinkler Network, Fire Sprinkler International 2025 is the premier event in the sprinkler calendar and the largest conference in Europe dedicated to water-based fire protection. Last year in Dublin, 415 delegates from around the world attended and they are expecting another good attendance this year in Salzburg. As always there will be an extensive supporting exhibition, which is already over 80% sold, as well as a social event on April 3.

They will publish the conference program in January. It will explore the following themes: New sprinkler/water mist/foam system technology; Solutions for new fire protection challenges (e.g., automatic storage, products powered by Li-ion batteries or hydrogen); Fire engineered solutions with sprinklers; End user views; Research into the need for and benefits of sprinklers; New regulatory requirements or incentives to fit sprinklers; Environmental and sustain-

ability considerations; Developments in sprinkler/water mist/foam *Standards*; Training; Remote services for sprinkler systems.

Presentations at this bilingual event will be in English or German, with subtitled interpretation.

Set among spectacular mountains, Salzburg is a beautiful city. It is also proud to be Mozart's birthplace and to celebrate his music.

For more information visit: www.firesprinklerinternational.com.

7TH Annual Boondoggle

April 2-4, 2025 – Hard Rock Hotel & Casino, Tulsa, OK

The Oklahoma Fire Sprinkler Association is holding their annual gathering April 2-4, 2025.

The agenda includes the Wednesday, April 2, Golf Tournament at the Hard Rock Golf Course. That evening includes networking opportunities.

On Thursday, April 3, there is 7:00 a.m. breakfast, a Vendor Meet & Greet at 8:30 a.m., followed by breakout sessions, including "Fire Sprinkler Inspection Class" presented by NFSA. At 7:00 p.m. there will be a Vendor Reception

followed by a dinner buffet, and then Casino Night/Networking.

On Friday, April 4, there will be breakfast and special presentations, closing remarks and door prizes, followed by breakout sessions.

For more information contact: Oklahoma Fire Sprinkler Association, PO Box 1585, Norman, OK 73070-1585; okfiresprinkler@gmail.com, <https://ofsa.info>.

Southern Fire Sprinkler Summit

July 22-25, 2025 – Pensacola Beach, FL

The Southern Fire Sprinkler Summit will be at the Hilton in Pensacola Beach, Florida, from July 22-25, 2025. Hosted by the Alabama, Arkansas, Georgia, and Louisiana AFSA Chapters, this year's summit promises a blend of learning, networking, and a whole lot of fun!

There will be seminars, a welcome reception, a vendor expo, and the theme "Caddyshack Bash." Also, a Costume Contest, Best Booth competition, and Dance Competition – with cash prizes!

For more information visit: <https://southernfiresprinklersummit.org>. □

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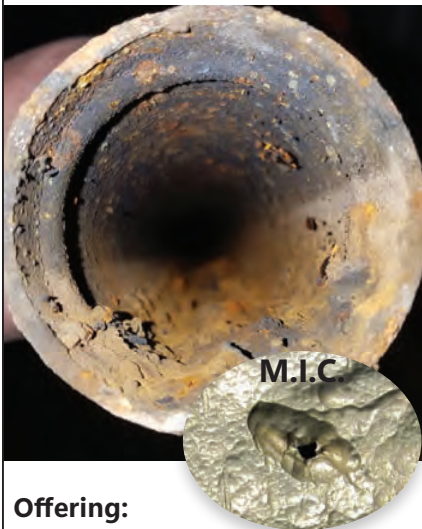
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Calendar



January 14, 2025

INSPECT./TESTING OF FSS
San Antonio, TX
Fire Tech Productions
www.firetech.com

January 21, 2025

**WEEKLY INSPECTION AND TESTING
OF FIRE PUMPS CLASS**
Alabama Fire Sprinkler Association
Wetumpka, AL
<https://afsa.wildapricot.org/>

January 28, 2025

INSPECT./TESTING OF FIRE PUMPS
Atlanta, GA
Fire Tech Productions
www.firetech.com

February 18, 2025

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

February 25-27, 2025

**ASSOCIATED BUILDERS AND
CONTRACTORS CONVENTION**
Las Vegas, NV
www.abccconvention.abc.org

March 6, 2025*

**SAC VALLEY FIRE
SPRINKLER TRADE SHOW**
Thunder Valley, Lincoln, CA
www.sacvalleyafsa.org

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

April 2-3, 2025

FIRE SPRINKLER INTERNATIONAL 2025
Salzburg, Austria
deedundon@outlook.com
<https://firesprinklerinternational.com>

April 2-4, 2025

OFSA'S 7TH ANNUAL BOONDOGGLE
Hard Rock Hotel & Casino, Tulsa, OK
www.ofsa.info

April 8-10, 2025

AGC ANNUAL CONVENTION
Columbus, OH
AGC Convention Services
meetings@agc.org

April 9-10, 2025

**2025 SFPE EUROPEAN CONFERENCE &
EXPO ON FIRE SAFETY ENGINEERING**
Sheraton Grand Hotel & Spa
Edinburgh, UK
www.sfpe.org/europe25/home

May 7-9, 2025*

**ANNUAL SEMINAR AND NORTH
AMERICAN FIRE SPRINKLER EXPO**
JW Marriott, Nashville, TN
NFSA, www.nfsa.org

May 11-17, 2025

HOME FIRE SPRINKLER WEEK
Nationwide Events
www.homefiresprinkler.org

May 15, 2025

ROCKY MOUNTAIN FIRE PROT. EXPO
Thornton, CO
www.cofireprotection.org

June 16-18, 2025*

NFPA CONFERENCE & EXPO[®]
Las Vegas, NV
www.nfpa.org



July 22-25, 2025*

SOUTHERN FIRE SPRINKLER SUMMIT
Theme = Caddyshack
Hilton Pensacola Beach, Pensacola, FL
Ellen Ballard, (318) 841-1494
www.southernfiresprinklersummit.org

September 16-18, 2025

SUBEXCEL

Oklahoma City, OK
American Subcontractors
Association, Inc.
ASAtoday@asa-hq.com
www.asaonline.com

September 24-25, 2025

24TH INTERNATIONAL

WATER MIST CONFERENCE

Hyatt Regency Hotel, Manchester, UK
www.iwma.net

October 14-19, 2025*

**AFSA44 CONVENTION, EXHIBITION
& APPRENTICE COMPETITION**

Washington, D.C.
www.firesprinkler.org

October 20-24, 2025

CASA ANNUAL CONFERENCE

Vancouver, BC
www.casa-firesprinkler.org

October 30, 2025

**WOMEN IN CONSTRUCTION
19TH ANNUAL CONFERENCE**

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

**FPC plans to attend*

Other Dates by Organization

FIRE TECH PRODUCTIONS

www.firetech.com
Jan. 14: *Inspect./Testing of FSS*, San Antonio, TX
Jan. 28: *Inspect. & Test. of Fire Pumps*, Atlanta, GA
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

Oklahoma Fire Sprinkler Association

The Alarm, Locksmith and Fire Sprinkler Com-
mittee 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:

ACADEMY OF FIRE SPRINKLER TECHNOLOGY

www.firesprinkleracademy.com
AMERICAN FIRE SPRINKLER ASSOCIATION
www.firesprinkler.org
American Subcontractors Association
www.asaonline.com
BlazeMaster® www.blazemastertraining.com
Canadian Automatic Sprinkler Association
www.casa-firesprinkler.org
Ferguson Fire & Fabrication
2025 Trade Pro Tour TBD
www.ferguson.com
Fire Smarts: www.firesmarts.com
FMI: www.fmynet.com
NATIONAL FIRE PROTECTION ASSOCIATION
www.nfpa.org
NATIONAL FIRE SPRINKLER ASSOCIATION
www.nfsa.org
OKLAHOMA FIRE SPRINKLER ASSOCIATION
www.ofsa.info
Oklahoma State University
www.ce.ceat.okstate.edu
Seneca Polytechnic
www.senecapolytechnic.ca

Other Future Meeting Dates:

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

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ALL2023

Cal Fire Approved CEU Events 2025

REGISTRATION OPENS ON 12/14/2024 go to ACTeducate.com/Events to register.

Date	Course	Method	Credits
1/24/2025	Skills for being an effective foreman	Virtual - Zoom	0.4
2/22/2025	OSHA 10 Pt. 1	Live – Corona	1.0
03/01/2025	OSHA 10 Pt. 2	Live – Corona	
3/8/2025	CPR (English)	Live – Corona	0.4
3/8/2025	CPR (Spanish)	Live – Corona	0.4
4/26/2025	*Fire Alarm Testing & Inspection	Live – Corona	0.4
4/26/2025	*Fire Pump Testing & Inspection	Live – Corona	0.4
5/23/2025	Confined Space Awareness	Virtual - Zoom	0.4
6/28/2025	*Clean Agent System Testing & Inspection	Live – Corona	0.2
6/28/2025	*Foam System Testing & Inspection	Live – Corona	0.2
6/28/2025	*Sprinkler Valve Testing & Inspection	Live – Corona	0.4
7/25/2025	Standpipes	Virtual - Zoom	0.4
8/23/2025	Fall Protection	Live – Corona	0.4
8/23/2025	Trenching & Excavation	Live – Corona	0.4
9/26/2025	The elements of system layout	Virtual - Zoom	0.4
11/21/2025	Fundamentals of Underground	Virtual - Zoom	0.4
12/5/2025	System & Components	Virtual - Zoom	0.4

All courses excluding the OSHA 10 will have content in **both English and Spanish** but will be primarily taught in English, a translator will be on hand for these courses to assist those that may need it.

For information on pricing or to register, check our website events page.

ACTEducate.com

All courses have limited seating available so be sure to register early.

Interested in scheduling a private CEU event?

Give us a call at 951-221-3405 or email us at info@acteducate.com



Classified Advertising

CLASSIFIED ADVERTISING INSTRUCTIONS:

- ◆ 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. January is mailed by December 27). ◆ 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.

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"I am a firm believer in the people. If given the truth, they can be depended upon to meet any national crisis. The great point is to bring them the real facts."

— Abraham Lincoln

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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

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OTHER TOP STORIES...

Supplier/Fabricator

Over the past several years, both the warehouse sector and pipe markets have experienced a period of growth followed by a recent slowdown. Fluctuating prices in commodities like Hot Rolled Coil have influenced the value of finished products, including pipe. Overall, this shift in market conditions has led to adjustments in pricing and inventory strategies for many distributors, creating opportunities for innovation and more efficient operations moving forward.

— Anonymous
Fire Sprinkler Supplier Fabricator
USA

For Me There Are Two

First, the creation of a company by NFPA is a company that is dedicated to helping, I understand, governments to apply their codes [See *FPC* July 2024 News item]. It is a very good idea, we would just have to see where that company is moving, because imagine if it helps governments implement NFPA Standards and then creates a company that does design or installation, they are going to eat up the market. I don't know when it was created, I noticed this year.

The second, the sale of Reliable. We have contact with them because we usually use Reliable sprinklers, and I was surprised by the announcement of the sale.

— Anonymous
Fire Sprinkler Design Firm



CRR Week kicks off January 20-26, 2025. It coincides with Martin Luther King Day, a National Day of Service. The goal of CRR Week is to raise awareness among the fire service about the role of **Community Risk Reduction (CRR)** and how any department, no matter what type or location, can employ proven CRR strategies to make their community and department safer.

Each year CRR Week focuses on one of the crucial intervention strategies known as the Five E's: Education, Engineering, Enforcement, Emergency Response, and Economic Incentives. This year the focus is "Economic Incentives." Check out our "CRR Toolkit" with a wealth of resources to kick start your CRR Programming.

The toolkit includes information on Trade-Ups with Fire Sprinklers; the High Rise Sprinkler Act of 2021; NFSA IRC Guide to Sprinkler Benefits, HFSC Incentives; USFA Messaging; and the NASFM Fire Sprinkler Resource Guide.

For more information visit: www.CRRWeek.org.

Cheers to the Home Fire Sprinkler Coalition for their work promoting fire sprinkler installations!

Some of their work includes: *What Are Home Fire Sprinkler Incentives? Incentives Can Be Used When Home Fire Sprinklers Are Not In Local Codes – Building New Developments With Home Fire Sprinklers Can Increase Fire Safety for the Entire Community.*

Resources that might have gone to fighting fires can be focused on Community Risk Reduction (CRR). They can help reduce municipal operating expenses through lowered water demands.

Incentives offered to developers to build with sprinklers can reduce construction costs and increase profitability.

Incentives can be offered in jurisdictions without home fire sprinkler code requirements and be tailored to every situation.

In jurisdictions without home fire sprinkler code requirements, AHJs can work with planners, builders, and developers to provide cost-saving trade ups or incentives when the entire development is protected with home fire sprinklers.

Learn more at: www.homefiresprinkler.org.

Happy New Year

Then He who sat on the throne said, "*Behold, I make all things new.*" And He said to me, "*Write, for these words are true and faithful.*"

— Revelation 21:5 (NKJV)

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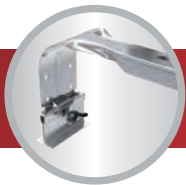


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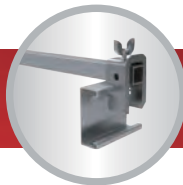
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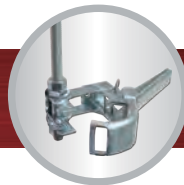
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