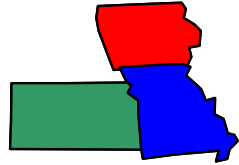




REGIONAL REPORT

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Remember if you have code or technical questions, the Expert of the Day is there for NFSA members.

Email them at eod.nfsa.org

From NFSA HQ: Patterson, NY.....

NFSA Manager of Codes Obtains CBCO Designation

NFSA has announced that its Manager of Codes, Jeff Hugo, recently passed the International Code Council building official exam, earning him the Certified Building Official or CBO designation. Having the CBO credential along with his other inspector and plan review certifications has qualified Jeff to become one of only a few Certified Building Code Officials (CBCO) across the country. Jeff works out of NFSA's Essexville, Michigan office and can be reached by email at Hugo@nfsa.org.

Web Banners Add New Look to NFSA Website

NFSA is pleased to announce the addition of web banners to the NFSA home page at our website. The web banners are offered at no cost to advertisers who commit to six insertions per year of a four color, full page ad in SQ magazine. The banners are also available to members for a nominal fee of \$180/month. Web banners are a great way to drive potential customers to your site. When visitors to the NFSA website click on a web banner, they are taken to the advertiser's desired web page through a link that the advertiser supplies. The more clicks the web banner generates, the higher the advertiser rises in search engine results. We believe this to be an outstanding opportunity for all of our members. Please contact our Advertising and Publications Coordinator, Joanne Genadio at 845.878.4200 ext. 118 or genadio@nfsa.org for further information.

NFSA Produces Design Technician Recruitment Video

[Click here: YouTube - Become a Fire Sprinkler Technician](#)

NFSA is pleased to announce that as part of an overall design technician recruitment effort, it has completed production of a Sprinkler Design Technician Recruitment video. The video was produced to bring qualified individuals into the fire sprinkler industry and highlights those aspects of sprinkler design technician work that are unique, challenging and rewarding. While the video is scheduled to be debuted at the NFSA Annual Seminar & Exhibition in Orlando later this year, a sneak peek is available right now. Follow the "Careers" link at the NFSA website at www.nfsa.org.

NFSA Web Banner Available to Members

NFSA is pleased to announce the availability of an NFSA web banner for our members to post at their websites. The banner proclaims "Proud Member of NFSA-The Voice of the Fire Sprinkler Industry" and is sent with a link to the NFSA website. Members displaying the banner can make it known to all visitors to their website that their organization is a member in good standing of NFSA. Every time a visitor clicks on the NFSA web banner they will be directed to the NFSA homepage. We are hoping to not only increase membership through this initiative, but to keep the Association strong, vital and in the public eye. Every click on the web banner will raise NFSA's appearance in search engine results. Please contact Advertising and Promotions Coordinator, Joanne Genadio at genadio@nfsa.org or 845.878.4200 ext. 118 to receive your NFSA web banner. Show your NFSA pride to all!

NFSA Partners with IAFC on Sprinkler Resources for Communities

NFSA is very pleased to announce that the Second Edition of the "Residential Fire Sprinklers ... Step by Step Approach for Communities" guide and updated companion *Look Up for Safety* CD/DVD set is now available. By partnering with the International Association of Fire Chiefs, the guide is being made available at no charge to fire service and community leaders. For details, contact NFSA's Resource Center at greko@nfsa.org.

[View the full press release](#)

[Download Step-by-step guide here](#)

Sprinklers in the News....

New Large Homes Must Add Sprinkler System

Rules Apply To Newly Built Large Homes in Many Communities

<http://www.kcci.com/news/18695049/detail.html>

DES MOINES, Iowa -- Investigators have not yet said what started a fire that destroyed a home in Urbandale valued at more than \$1 million.

Many local suburban communities require larger homes to be built with sprinkler systems that can minimize damage in case of a fire.

West Des Moines Fire Marshal Mike Whitsell said the sprinklers buy firefighters time to save the home and its occupants.

"They're going to give you that chance to at least contain the fire, if not put it out, for you and your family to make it safely outside," Whitsell said.

Firefighters felt that a sprinkler could have minimized the damage to a \$3 million mansion belonging to developer David Walters that burned in 2004. The cause of that fire was never determined.

The ordinance in West Des Moines only applies to larger homes that exceed 8,000 square feet.

Urbandale's sprinkler ordinance took effect after owner John Klein finished building it, so it did not apply. But newly constructed homes must have sprinklers and experts recommend the devices to owners of older homes, too.

Continental Fire Sprinkler's Kevin Hilsenbeck said commercial and residential sprinkler systems cost less than \$3 per square foot during construction but more to retrofit.

"You save some money on your insurance," he said. "If you were to ever use it, it would save your house."

Hilsenbeck said some his customers worry that a sprinkler could cause water damage in a false alarm. He said that sprinklers only activate after reaching a certain temperature and that a little water damage is less expensive than losing an entire house.

Fraternity House Rebuilt With Life Saving Feature

ST. LOUIS COUNTY, MO (KTVI-FOX2now.com) - A burned out fraternity house is rebuilt with an important life-saving feature. A fire broke out at the Pi Kappa Alpha fraternity house near the University of Missouri at St. Louis two years ago and 25-year-old Brian Schlittler was killed. Firefighters determined the fire started in a couch. The rebuilt house is equipped with a sprinkler system donated by the St. Louis Fire Sprinkler Alliance.

To see the video (and the famous Wally Miller!) click [HERE](#).

The News-Gazette.com

Program at Parkland to teach fire sprinkler design



Cecil Bilbo, right, founder of the Academy of Fire Sprinkler Technology, refers to sprinkler system blueprints while brainstorming with Dave Peterson, who will serve as director of business operations for the program.

CHAMPAIGN – Cecil Bilbo has been in the fire-sprinkler industry for 20 years, and he says most of the training for the people who design sprinkler systems comes on the job.

Bilbo is getting ready to offer what he says is the first formal education program for sprinkler-system designers that will provide practical design experience. He has founded the Academy of Fire Sprinkler Technology, and he will offer degrees in conjunction with Parkland College. The academy is scheduled to open in August.

"The people that leave our program will be ready to go to work when they graduate," he said.

He has worked as a designer for fire sprinkler contracting companies, and until recently he taught classes for the National Fire Sprinkler Association. He's now a consultant for the trade organization.

He's developed a curriculum based on what he has been teaching, and that curriculum has been approved by Parkland and the Illinois Community College Board, he said. It will cover building codes, standards for installation of sprinkler systems, building construction, computer-aided design systems to layout a blueprint, and hydraulic analysis.

Bilbo said the work is very specific and requires an understanding of how to deliver a certain amount of water over a certain area.

Students will also create sprinkler systems for a building, working on projects provided by sprinkler contractors throughout the country. Mark Karr, who owns a contracting business in Cleveland, will oversee the work-study portion of the academy and develop relationships with contractors who will send work to the academy students.

Dave Peterson will serve as director of business operations.

Jim Heinold, president of F.E. Moran Inc. Fire Protection in Champaign, agreed that even students with an education in fire sprinkler technology don't have the practical experience to design a system. His company trains new employees, but it takes time to train on the job.

"You have to know your water supply, how far sprinklers have to throw water, all the fittings in the piping. You have to do some intense hydraulic calculations," Heinold said.

"If you do have a dedicated school, and have good full-time attention of a trainer, he will show (students) how to do the physical surveys and how to do the actual job," he continued. That practical training "will give you a good jump start to come to work for a contractor like us."

Students will also take a handful of classes at Parkland. They'll be able to earn a one-year certificate or a two-year associate degree. The degree is aimed at those who will design systems for buildings, not at those who will install, inspect or maintain the systems.

Bilbo said there is a demand for trained designers in the industry, and it is a good-paying career.

"This is something that can offer jobs during the recession," he said.

F.E. Moran Inc. Fire Protection will look to the academy for new employees, and there are job opportunities around the country, Heinold said.

Bilbo is looking for a location for the academy, and he hopes to be in a space by May 1. He has received donations and pledges of support from contracting businesses and the National Fire Sprinkler Association.

The academy will accept up to 40 people the first year, and Bilbo said he already has 12 ready to apply. He said the students who will be accepted will have an aptitude for math, spatial awareness – "Everybody can't see in 3-D and can't visualize standing in a building from looking at a piece of paper." – and the desire for a good career opportunity.

"This will be a very, very challenging curriculum, and it's for people who know they can do it," Bilbo said. "The work will be hard, but it will be very rewarding."

On the Web: <http://sprinkleracademy.com>

NFSA Sets Technical Tuesdays Online Seminars Schedule for 2009:

NFSA has announced new topics for the first half of 2009 for its acclaimed series of Technical Tuesdays online seminars:

March 10 **Applying the Seismic Load Tables** *Victoria B. Valentine, P.E.*

March 24 **Copper Tube for Sprinkler Systems** *Michael Friedman, P.E.*

April 7 **Older Systems and Components** *Russell P. Fleming, P.E.*

April 21 **Questions on Single Family Sprinkler Installations** *Jeff Hugo, CBO*

May 12 **Frequently Asked Questions – Part 4** *Kenneth E. Isman, P.E.*

June 2 **Hydraulics for Non-Uniform Layouts** *Victoria B. Valentine, P.E.*

June 16 **Sprinklers and the National Electrical Code** *Cecil Bilbo, Jr., C.E.T.*

Member volume discounts are available by contacting NFSA's Internet Services Assistant at Dawn@nfsa.org.

NFSA Online Business Thursday Seminar, 2009 Schedule...

Click [HERE](#) to register online for the seminars

NFSA Live On-Line Business Seminars

Contractors and the Authority Having Jurisdiction **Bob Kleinheinz - February 19, 2009**

The NFSA is proud to present a program on dealing with relationships between the Contractor and the Authority Having Jurisdiction. This program will cover the day to day working relationships that each side needs to foster. When an AHJ and a local contractor get along from the plan review process to the final inspection everyone goes home happy. The most important goal for both sides is to keep the customer happy and by following a few simple guidelines both sides can meet that goal.

Starting a State of Local Residential Fire Sprinkler Coalition

Dan Gengler - March 19, 2009

The adoption of residential sprinkler language in the 2009 International Residential Code requires a formula and plan for understanding. With a January 1, 2011 effective date, educating the public on the benefits of residential fire sprinklers and indoctrinating state and local policy makers will be necessary to pass legislation requiring total IRC adoption and compliance. Partnerships with the fire service, building officials and the sprinkler industry to name a few will be needed for success. Participating in this session will help set a course of coalition development to outreach stakeholders like the general public, developers, home builders, elected officials and new home buyers.

Best Practices Update

Brian Cullen - April 16, 2009

Brian Cullen is a seasoned professional who effectively uses his skills in leadership, development and coaching to help clients achieve their most favorable business results. His presentation will include an overview of best practices and what is being done to help the fire sprinkler industry achieve its goals.

CPVC Update

Chris Gaut - May 21, 2009

With the large quantity of CPVC pipe being used throughout the country and with the increased need for plastic pipe installation because of future residential sprinkler usage, issues regarding CPVC pipe arise. This presentation will discuss how the industry has taken a proactive step, involving contractors, suppliers and manufacturers and other stakeholders to address the issues.

Strategic Planning for Contractors

Don Pamplin - June 18, 2009

The majority of public and private sector organizations do not perform effective strategic planning. They think they do and in many situations, they even call it "strategic planning" but the planning model that they use is not really strategic. In the business world, the bottom line is to make profit and the more profit you consistently make, the better insulated you are from the disastrous effects of economic and/or social change. By practicing effective and efficient strategic planning, you can be better prepared to change direction to meet new market demands and technology shifts. All business organizations within the Fire Sprinkler Industry need to use effective strategic planning to create a realistic and achievable road-map to lead them to where they want to be in the next three to five years.

Upcoming Onsite Seminars in the Central Region...

March 3rd, 4th, 5th, 2009 – St. Louis, MO Area, [Click HERE](#) for the registration form

Classes: One Day Inspection Testing Maintenance
½ Day Acceptance and Commissioning of Water Based Systems
½ Day Underground Piping
½ Day Basic Seismic
½ Day Advanced Seismic

March 24th, 25th, 26th, 2009 – Davenport, IA Area, [Click HERE](#) for the registration form

Classes: 2 Day NFPA 13 Overview and Introduction to Plan Review
1 Day Plan Review Policies and Procedures

June 2nd, 3rd, 4th, 2009 – Branson, MO Area.

Classes: 2 Day NFPA 13 Overview and Introduction to Plan Review
1 Day Inspection Testing and Maintenance

July 21st, 22nd, 23rd – St. Louis, MO area

Classes: 3 day Inspection and Testing for the Fire Sprinkler Industry
This three-day seminar has been developed for individuals that inspect and test water-based fire protection systems. The purpose of the seminar is to assist individuals in advancing their careers by reviewing material necessary for Level II certification in the relatively new NICET Subfield of Inspection and Testing of Water-Based Fire Protection Systems. By the end of the seminar, the student will have an understanding of a sufficient number of Level I, Level II General, and Special work elements to be prepared for Level II.

Other Onsite Training Seminars;

Two-Week Layout Technician Training

March 2 - March 13, 2009	Orlando, FL
March 23 - April 3, 2009	Cincinnati, OH
August 10 - August 21, 2009	Omaha, NE
September 14 - September 25, 2009	Baltimore, MD
October 10 - October 23, 2009	Phoenix, AZ

Inspection & Testing for the Sprinkler Industry

January 6 – 8	Nanuet, NY
January 26 – 28	Marana AZ
April 7 – 9	Champaign. IL
April 21 – 23	Nashville, TN

Legislative Reports.....

Missouri: Nothing to report at this time.

Kansas: Nothing to report at this time.

Iowa: 2 fire sprinkler licensing bills have been introduced , one in the House and one in the Senate. Both bills are similar in nature and change language for the Fire Sprinkler Fitter's Licensure Bill which was passed last year. To track and read the language of House Study Bill 18 click [HERE](#). To track and read the language of Senate Study Bill 1130 click [HERE](#).

I am looking for known towns or cities which have any type of ordinance which requires fire sprinkler systems above the model code standards. I am specifically looking for any type ordinance and any square footage requirements that may be included. This information is needed to update our database. Please email me any information you may have on this. Thank you.