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NFSA Highlights

Federal Government Mandates Fire Sprinklers in all Nursing Homes by 2013

The federal government is creating a five-star grading system for nursing homes and will require all nursing homes nationwide to have fire sprinkler systems by 2013. As of today, 80% of nursing homes nationwide have fire sprinklers, 15% have partial fire sprinkler systems. Older nursing homes that have escaped modern regulations that require sprinkler systems to protect residents from fire will now have to get the systems installed, if they want to continue to serve Medicare and Medicaid beneficiaries. These facilities will have a five-year phase-in period to be fully compliant with the new rule.

National Fire Incident Reporting System Self-Study Now Available

The U.S. Fire Administration and the National Fire Academy announce the availability of the new National Fire Incident Reporting System (NFIRS) 5.0 Self Study (Q494) online course. Serving as an introduction to NFIRS 5.0, this self-study course provides an overview of the data collection system, its modules, and data conversion issues. More information and access to this course is available on [NFA Online](#). Additional NFIRS-related training can be found on the [USFA](#) Web site.

NFSA Annual Seminar Presentations Available Online

Due to great interest from our members, we have made the NFSA 2008 Annual Seminar Presentations available online. The following presentations are available for review: State of the Industry, John Viniello, NFSA, Fire Sprinklers – The State of the Technology, Russ Fleming, NFSA, Economic Outlook, Diane Garnick, Invesco, Sprinkler Reliability and Performance, Dr. John Hall, NFPA, Best Practices for CPVC, Top Myers, Relmark Group, Common Voices Making Waves, Vickie Pritchett. Please go to www.nfsa.org to view the presentations.

Oliver Sprinkler Celebrates 45 Years as NFSA Members

NFSA Mid-Atlantic Regional Manager Ray Lonabaugh recently visited Oliver Sprinkler Company in King of Prussia, Pennsylvania to award company president, David Oliver with an NFSA 45-year anniversary plaque. Oliver Sprinkler is a family run business started by David's great-grandfather, Lee Oliver, in 1957. After four generations, Oliver Sprinkler is now one of the largest sprinkler companies in the Philadelphia area.

Best Practices

The NFSA has unveiled a new program for its members. The Best Practices program is a method for you to use to keep your company safe and profitable. Please see the attached article and then plan on attending the September 11th Chapter Meeting to learn more about the program.

Fire Sprinkler Industry - Best Practices – Thinking Ahead!

Best Practices include many ways you transform good ideas into actions. Some have more immediate impact on your bottom line than others.

For example, insurance premiums are declining and you are increasingly comfortable that the good times have returned. Remember 2002 when insurance problems were listed as the number one issue by NFSA members? The correction was abrupt and costly. Then the hurricanes fueled more price increases, and a few catastrophe free years have resulted in the most profitable bottom lines for insurers in history.

So now for insurers it's about market share. Good for you. Current media reports on decreases averaging 15% and ranging from 10 to 30% reductions. Did you get yours, or will you next time?

In a free market economy, water seeks its own level. Maybe that's a bad analogy to use in the sprinkler industry, but you understand the cash flow business. For underwriters now, it's get the cash and watch the bottom line grow. How long do you think it will last? Many think there may be another year of double-digit reductions, unless investment income cuts short the feeding frenzy. So how well positioned do you think you are for the next hard market?

Think about the last times you thought about various ways that you intend to commit to change. You want to capitalize on the trends, and have your company adopt more behaviors that will drive a favorable correlation between best risk management practices and the premiums you pay. It's only a matter of time, right?

That dreaded hard market is lurking like the elephant in the room. Just like the dot.com bubble had to burst, and irrational exuberance abruptly ended windfall stock inflation, so too have careless credit terms led to the sub-prime mortgage crisis that is registering as an earthquake in the economy. So how many times have you seen the insurance cycle inevitably turn as if tidal waters on the seashore? Any doubt it will happen again? The downward trend is helpful now. Enjoy it while it lasts. Make sure your best practices are well documented, fine-tuned and getting you the results to maximize your premium reductions now.

Then think ahead: Will you be ready for the next inevitable correction? How compelling is your story to underwriters who will tighten requirements and hike prices? Will your experience be able to support a smoothing out of the upward pressures? A wise sage in the insurance business once said that when you see everyone running to one side of the boat, start moving toward the other side for surely it will swing back the other way. Maybe there's no apparent need to rock the boat at the moment, but will you be ready to roll with the tide? Get ready...it's coming!

REGIONAL REPORT

Illinois Edition



Upcoming NFSA Business Thursday Seminars

Date	Title	Instructor
August 21 st	Contractors & The Authority Housing Jurisdiction	Bob Kleinheinz
September 18 th	Best Practices	Brian Cullen
October 16 th	Strategic Planning for Contractors	Don Pamplin
November 20 th	Contract Language	Buddy Dewar
December 18 th	Smart Hiring in the Construction Industry	Jean Seawright

Additional NFSA Training Opportunities:

NFSA Two Week Technical Course

August 4th-15th, 2008 Providence, RI

October 13th-24th, 2008 Chicago, IL

November 10th-21st, 2008 Houston, TX

For more information contact Nicole Sprague at sprague@nfsa.org or by calling 845-878-4200 x 149

Around the State

With our lawmakers on summer break there is very little happening in Springfield that is not budget related. Upon opening of the fall session we will continue to work on the following bills:

HB 4687 SPRINKLER INCENTIVE BILL

This passed both the House and the Senate and is awaiting the governor's signature.

SB 2654 STATEWIDE BUILDING CODE

This bill was stopped in the spring and is being worked on over the summer. The parties involved are the ICC, the IL Fire Chiefs and the IL Fire Inspectors. The sponsor has told these groups to come to an agreement on the language before returning the bill for a vote.

FAKE SPRINKLER DEVICE ACT

After some language changes this bill should pass during the fall session.

Education with CEOs

Only July 9th we presented a sprinkler design advantage program to the Code Enforcement Officials of southern Illinois. This program was held in O’Fallon, Illinois which is just east of St. Louis.

NFSA’s Jeff Hugo presented a 3-hour class on how sprinklers can fit into the IBC. After the class we arranged for the St. Louis Fire Sprinkler Alliance and LOCAL 268 to provide a great side by side burn demonstration. There were many local building officials present and while some were still questioning the need there were many positive comments!



WITHOUT SPRINKLERS



WITH SPRINKLERS

On August 6th the IPOC building officials will meet in Galesburg, Illinois. We will be presenting the same design class for them and hopefully another side-by-side burn demonstration.

ILLINOIS FIRE INSPECTORS ASSOCIATION

There will not be a meeting in August but please mark down September 26th for the next IFIA meeting and seminar. We are also planning the November trade show and sprinkler summit for November 19th, 20th and 21st. The Illinois Fire Inspectors Association works hard to support fire safety and fire protection in our state. If interested in a sponsorship please call the IFIA office at 847-756-4750 for details.

Chapter Schedule:

September 11th Morton’s in Schaumburg
November 13th Magana’s in Oak Brook

SEMINARS

Please contact me at 914-671-1975 with any classes that you would like to see us offer in Illinois.

I.R.C.

September is right around the corner and so is the annual ICC meeting and vote. Please remind your local AHJ’s about this important meeting. Let them know that they can contact the Illinois Fire Chiefs for details on a special educational scholarship being offered to the Illinois fire service to attend this event.