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JEFF BENNETT STEPS DOWN AND JIM BOULANGER ELECTED

After 12 years of service as the NFSA Area Director for the Pacific Northwest, Jeff Bennett has decided to step down from that position. During those 12 productive years on the NFSA Board of Directors, Jeff has seen and participated in a vast array of changes and improvements involving the sprinkler industry, both locally and at the national level. Some of those areas are:

- Developing the most comprehensive body of training programs for the sprinkler industry that also includes “Technical Tuesday” and “Business Thursday” on-line seminars that have been a spectacular success;
- Establishment of a recruitment committee to ensure that high-quality people are motivated to join our industry;
- Assisting local jurisdictions to establish contractor licensing laws across the nation.
- The establishment of the “Best Practices” program that is designed to help sprinkler contractors improve their business operations and bottom-line profit;
- Outreach strategies for the Industry Promotion Funds that enables a stronger industry voice on all fire sprinkler issues and advocacy;
- Continuing technical results through the concerted efforts of the NFSA Engineering & Standards Committee;
- On-going management by the NFSA Labor Relations Department which also includes retirement and medical funds trustee oversight;
- The ability to participate in one of the greatest sprinkler code achievements in the history of fire protection and that is the IRC requirements for all new homes built in the United States after January 1, 2011 to be protected with residential fire sprinklers.

When I talked to Jeff last November just after he announced his retirement from the board, he summed it by saying: “The NFSA has never been in a better position to fully represent our sprinkler trade, not only financially in tough economic times but in all association requirements and this is attributed to the fact that the NFSA has the top people in the industry working for their membership with one goal in common and that is to make our industry the best that it can possibly be”.

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Jim Boulanger, President of Patriot Fire Protection, was approached by Jeff to encourage him to let his name stand for election to the soon-to-be vacant board position. Jim agreed and subsequently was elected (by acclamation) to the position of NFSA Area Director for the Pacific Northwest.

A big thank-you to Jeff for those 12 years of extra travel, extra meetings, extra effort and extra-ordinary success.

And to Jim Boulanger, a sincere thank-you for taking on this important position and making your busy professional life even more demanding. When I talked to Jim two weeks ago, he said: “Jeff has done an outstanding job and I will certainly try to maintain that excellent level of accomplishment for our membership in the Pacific Northwest”. Jim’s father, **Richard J. (Dick) Boulanger** was a former Director for the NFSA Board, serving as Chairman in 1984 – 1985. In 1993 Dick Boulanger was the recipient of the **Golden Sprinkler Award**, NFSA’s highest recognition award. Impressive footprints for Jim to follow.

Please note: A “**Jeff Bennett Recognition Luncheon**” is being planned during the month of February. Time and date will be sent-out as soon as all details are finalized.

ICC BOARD OF DIRECTORS UNANIMOUSLY UPHOLDS RESIDENTIAL SPRINKLER REQUIREMENTS

On December 19, 2008, The International Code Council (ICC) Board of Directors **voted unanimously** to reject an appeal made by the National Association of Home Builders (NAHB) who were seeking to remove residential fire sprinkler requirements from the 2009 edition of the International Residential Code (IRC). This action, which follows a unanimous vote by the ICC Appeals Board on December 12/08 to reject the appeal, concludes the ICC appeals process and ends the final administrative option for overturning the IRC sprinkler requirements prior to the publication of the 2009 edition.

The NAHB’s appeal had asked ICC to set aside the sprinkler requirements because of claimed procedural irregularities, including an assertion that ICC bylaws do not permit firefighters, particularly volunteer firefighters, to vote in the ICC process. With the appeal now solidly rejected, the ICC will now proceed with the publication of the 2009 International Residential Code which serves as a basis of regulation for new home construction in 48 states plus the District of Columbia. The new code will require fire sprinklers in all new townhouses **effective immediately** upon adoption and in all new one-and-two family dwellings, effective January 1, 2011.

Ron Coleman, President of the IRC Fire Sprinkler Coalition and former California State Fire Marshal said: “This is truly a great day in the history of fire safety. ICC has now officially affirmed that the membership vote to require fire sprinklers in new homes was in compliance with their bylaws and regulations governing code development and the unanimous vote by their Board of Directors removes any shadow of doubt regarding the legitimacy of the fire sprinkler requirement”.

Now the battle continues at the State and local level because the NAHB will never give up and will fight to the bitter end. But that fight is heavily weighted in the public’s favor by the ICC unanimous votes throughout the total appeal process. In addition, as more and more builders continue to get sued for misleading people that “new homes don’t burn” and “smoke alarms are all that is needed”, we will see a changing tide of attitude from the homebuilders across America. Lawsuits can either hurt real bad or can quickly put you out of business. Total fire litigation in the United States now exceeds over one billion dollars per year and has done so for the last five Years !!!!

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TOP TECH CONTEST REGISTRATIONS NEEDED IN THE PACIFIC NORTHWEST

Due to the overwhelming response of the NFSA Top Tech Competition received at our 2007 Annual Seminar & Exhibition, NFSA is proud to announce that we're going to do it again. We need to sharpen our pencils, brush-up on NFPA 13, memorize our pipe to fire pump size ratios and get ready to be named the "Top Sprinkler Design Technicians" in North America !

The competition will begin in January of 2009 with examinations being given at numerous locations around the country and for us in the Pacific Northwest. The exams will be open-book and will test your knowledge on the application and use of NFPA 13. There will be three parts to the exam:

- 1) multiplechoice/short answer;
- 2) performing hydraulic calculations by hand;
- 3) a sprinkler layout within a building plan.

All the examinations will be completed by January 31, 2009. The top three scorers in each region will form a team (no more than one person per company) representing that region at the Annual Seminar & Exhibition at the **Omni Championsgate** in Orlando, Florida on April 29 – May 2, 2009. Unlike 2007, no alternates will be assigned for the 2009 competition. In the event that a successful contestant declines the position on the team, the offer will be given to the next-place finisher who is eligible. Individual scores will not be given back to the participants. The NFSA will provide a small stipend to offset some of the travel costs and will provide free two-day registrations so that the winners can attend the seminar and enjoy all the exhibition has to offer. Teams will be assembled from each of the 14 NFSA Regions and from Eastern and Western Canada. Once at the Annual Seminar & Exhibition, the teams will face each other in an elimination tournament in a game show format competition until there is only one team left standing. That team will be declared the **"Top Tech Team for 2009"** and will win some awesome prizes and more importantly, the admiration of their peers and recognition at the Annual Seminar as the best design technicians in America. **And this is the year that the Pacific Northwest will be the Top Tech Champions !!!**

If your interested, please contact **Mike Repko**, NFSA's Top Tech Coordinator at www.toptech@nfsa.org or call 845-878-4200, Ext. 120 for more information or to sign-up to take the qualifying examination to get on our regional team. Once you are signed-up, your name will be passed on to me and I will contact you and let you know when and where the qualifying exams will be in our region. You can find detailed registration information, rules and regulations at "Top Technician" link at the NFSA website, www.nfsa.org

Don't wait to sign-up, do it now REAL QUICK !!!!!

MEMBER ANNIVERSARIES

- Steven Potter, C 7 S Fire Safe Services Inc., Roseburg, Oregon, **6 years.**
- Josh Lloyd, Cosco Fire Protection, Inc., Kirkland, Washington, **7 years.**
- George Cherokee, Fire Control Sprinkler Systems Inc., Spokane, Washington, **25 years.**
- Kiowa Moore, SimplexGrinnell Inc., Pocatello, Idaho, **25 years.**
- David Chaltry, Western States Fire Protection, Redmond, Washington, **12 years.**
- Kirk Ivan, Western States Fire Protection, Spokane, Washington, **12 years.**
- Bill Cook, Reliable Automatic Sprinkler Company, Kent, Washington, **7 years.**



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- Scott Creighton, Creighton Engineering, Spokane, Washington, **8 years.**
- R. Larry Foley, Willamette Industries Inc., Albany, Oregon, **19 years.**
- Joel Kuhnenn, Woodinville Fire District, Woodinville, Washington, **7 years.**
- Michael McLean, Argus Fire Protection Company Inc., Palmer, Alaska, **2 years.**
- Heidi Frymark, Washington County Building Department Hillsboro, Oregon, **2 years.**
- Shawn Shepherd, South Kitsap Fire & Rescue, Port Orchard, Washington. **2 years.**
- Ron Greenman, Bates Technical College, Tacoma, Washington, **7 years.**
- Jeff Jurens, Hillsboro Fire Department, Hillsboro, Oregon, **5 years.**
- Jerry Job, City of Lynwood Fire Department, Lynwood, Washington, **1 year.**
- J.D. Harpole III, AES Associates Inc., Kent, Washington, **1 year.**

Thank you to all our members for their industry support!

NANCY ORR HONORED AT RETIREMENT RECEPTION

Over four hundred people were present at the Oregon Public Safety Academy “Hall of Heroes” on November 19, 2008 to pay tribute to the service and dedication that retiring State Fire Marshal Nancy Orr made to community fire protection in Oregon during her 22 year tenure with the Office of the State Fire Marshal and her leadership of that Office since 2004. Each of the many scheduled speakers highlighted many specific areas where Nancy has been the driving force to make that State Agency one that really produces the needed level of leadership and support that enabled it to achieve a high level of success during her years of service.

Representing NFSA, I was there to personally thank her for her dedication and unflinching support of fire sprinkler protection, especially in the residential occupancies where fire deaths are annually at the 80% level with 50% of those deaths happening to kids under five and seniors over 60 years of age. Nancy passionately hated those statistics and her work reflected her determination to make changes and make a difference in the community she served.

We wish her the very best in her new lifestyle where she says she now has some other goals she would like to pursue. May she have continuing good health and great success in all those adventures.

SFPE PACIFIC NORTHWEST CHAPTER NEWLY ELECTED OFFICERS

At the November/08 meeting of the SFPE Pacific Northwest Chapter, some new people were elected to various positions within the chapter. They are as follows:

President – Mike Scheppke, 1st Vice president – David Trull, 2nd Vice President – Mike Johnson,
Secretary/Treasurer – Shawn Bliss, Executive Committee: Joe Skvaria, Ron Greenman and Travis Ripley.

Outgoing President Joe Skvaria stated that the chapter is experiencing great turn-outs to events that have had great topics and presentations and is continuing to be a strong fire protection community. Contact to the Chapter can be made at www.SFPEPNW.org

NFSA ANNOUNCES NEW MEMBERSHIP CATEGORY

In November, 2009, the NFSA announced a new category for membership in the NFSA. It is called “**Friend of the Industry**” and its’ purpose is to give recognition and membership benefits to all non-industry vendors such as accountants, insurance agents, promotional vendors, advertising agents, printing companies, etc. Member benefits will include discounts on booth space and registration to the NFSA’s alternate year Seminar & Exhibition

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and advertising discounts in our full-color SQ magazine. These benefits will give these vendors an opportunity to grow within the fire sprinkler industry. The cost of the membership is an annual payment of \$500 dollars, payable with the same options as any other membership category; one-time annual, monthly or bi-monthly payment. Application forms are available from me and for more information and processing call our Director of Membership **Karyn Hudgens** at 845-878-4200, Ext. 156 or email hudgens@nfsa.org

NEW NFSA RESOURCE CENTER CATALOG

From its' beginning in 1989, the NFSA Resource Center was developed to put information about fire sprinklers and related products into the hands of the people who need it. These materials have been used around the world by the sprinkler industry, the fire service, building officials and other authorities having jurisdiction (AHJ's) and fire prevention educators. New materials are constantly being added to the Resource Center that reflect today's advancements in the fire sprinkler industry. If you don't see something you need, then please call us !

You will note in the catalogue that NFSA offers special reduced prices to our members, which include fire sprinkler contractors, suppliers and manufacturers, design professionals and fire, building and insurance officials. **To get a copy** of the Resource Center Catalog, call me at 914-646-3285 or attend one of our scheduled Chapter Breakfasts in the Pacific Northwest where I will have them available for distribution along with our "NFSA Bucks" which can be used to purchase item listed in this catalog.

2009 SPRINKLER QUARTERLY MAGAZINE MEDIA KIT NOW AVAILABLE

NFSA is pleased to announce that the 2009 Sprinkler Quarterly (SQ) "Media Kit" is now available. SQ is now offering free web banners to qualified advertisers. Be sure to look at all the benefits available when you advertise in the SQ. In these tough economic times, it makes sense to spend your advertising dollar wisely. SQ advertising rates are the same as they were in 2006 ! How many other national publications can make that claim ? More importantly, SQ is the benchmark publication of the fire sprinkler industry. Not only does it contain in-depth articles by leading experts in the sprinkler industry, SQ is the first place NFSA members look to find the products and services they need. To get a copy of the SQ Media Kit or to advertise in the SQ, contact our advertising coordinator, **Joanne Genadio** at Genadio@nfsa.org or call 845-878-4200, Ext 118.

NFSA BEST PRACTICES PROGRAM IS NOW AVAILABLE

As announced at the NFSA Annual Conference and Exposition last May, the Fire Sprinkler Best Practices (FSI-BP) Program is officially up and running. This first- ever industry-wide forum is devoted to improving sprinkler contractors profitability, reducing their operating risk and improving their image with their customers, insurers and other influential groups that effect the daily performance of the sprinkler contractor. Material developed for the initial launch covers Contracting, Project Closeouts, CPVC and Safety. The FSI-BP team is already at work organizing development of the next round of content that will cover subjects such as Marketing, Project Management, Design, Fabrication/Procurement, Field Operations, Financial Management and Resource Development. Participation is open to all sprinkler contractors and their suppliers located in the United States. One of the most significant features of this new on-line world is its' networking capabilities. Special interest groups, open to participation by subscribing members, are presently being formed to address Contractual Risk Transfer, CPVC Installation Issues and Seismic Bracing. There is no limit to the number or types of special interest groups that can be formed and more are sure to get under-way as the FSI-BP development team gathers feedback from their growing subscriber base.

The FSI-BP program holds tremendous promise for the NFSA and for the fire sprinkler industry. But to realize its' full potential, **there must be a broad base of subscribers who will engage and collaborate** in content development and who will speak out with their own fresh perspectives and ideas on important industry issues.



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There is a need for all NFSA members to participate in this program and by working together, a dramatic difference will be made in the overall quality of our industry product and participating contractors will experience a significant return on their investment of time and money to make results happen. The FSI-BP team has worked to ensure that price is not an issue. Annual subscription fees are \$100.00 per user plus an annual per-company fee based on sales as shown in the following graph:

Annual Revenue	Annual Per-Company Price
Up to \$5 million	\$ 250.00
\$5 to \$10 million	\$ 500.00
\$10 to 20 Million	\$ 1000.00
Over \$20 Million	\$ 2000.00

For example, a company president, sales manager, design manager and field superintendent of a \$5 million sales company would have a total annual subscription cost of only \$650.00 dollars ! To make it even better, FSI-BP is currently offering a discount for multiple year subscriptions. Sign-up and pay now for two years and reduce your annual rate by 5%. Sign-up for three years and pay now and you can deduct 15% off your total subscription price!

The following contact information is for the two knowledgeable people who are responsible for making the Fire Sprinkler Industry Best Practices an on-going project that we can all be very proud of. They are ready to assist you in every way possible to get you subscribed, engaged and moving to better performance that truly pays significant dividends.

Brian Cullen, Best Practices Coach. Em: bcullen@fsi-bp.org. Tel: 630-830-8690, Mobile: 630-240-6741

Paul Johnson, FSI Project Manager. EM: pjohnson@fsi-bp.org Tel: 407-401-7154, Mobile: 707-399-5081

ALSO NOTE !! Brain Cullen will be the guest speaker at the Oregon Chapter Breakfast on January 20/09 and at the Washington Chapter Breakfast on January 21/09. Don't miss it !!

NFSA PROVIDES DISCOUNT SHIPPING FOR ITS' MEMBERS

The NFSA is again delivering another member benefit, the "NFSA Discount Shipping Program". Through an agreement with **Partnership**, who developed and manages the program, NFSA members enrolled in the NFSA Discount Shipping Program will receive significant discounts on domestic and international small package and freight shipments through FedEx, UPS Freight and Yellow Transportation, as well as substantial discounts on copying and printing services at select Kinko locations nationwide. **The program is free** to NFSA members with no obligations and no minimum volume requirements. You'll save from your very first shipment, even if it's your only shipment. Sign-up today and start those savings. If you have any questions, please call Partnership at 800-599-2902 or send them an email at sales@PartnerShip.com

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NEW 1ST HALF 2009 “ON-LINE” TECHNICAL TUESDAY SEMINARS

For the first half of 2009, the NFSA “Technical Tuesday” on-line seminars will focus on a wide variety of fire sprinkler system issues and concerns that will help those who are on the front lines in designing systems and those who are responsible for the layout of sprinkler plan drawings. The seminars will present valuable insight information needed for proper system applications. Seminars will take place on the internet on Tuesdays starting at 10:30 am Eastern, 9:30 am Central, 8:30 am Mountain, 7:30 am Pacific and 2:30 pm Greenwich times.

<u>Date</u>	<u>Topic</u>	<u>Instructor</u>
Jan. 27	Unsprinklered Spaces	Kevin J. Kelley, P.E.
Feb. 10	Tanks for Fire Protection	Kenneth E. Isman, P.E.
Feb. 24	Copper Tube for Sprinkler Systems	Michael friedman, P.E.
Mar. 10	Applying the Seismic Load Tables	Victoria B. Valentine, P.E.
Mar. 24	Small Room Rule	Cecil Bilbo, Jr., C.E.T.
April 7	Older Systems and Components	Russell P. Flemin, 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 Bilboe, Jr., C.E.T.

NOTE: A 30% discount is available when signing-up for the complete series of ten seminars. For information on fees and registration, go to www.nfsa.org or call **Dawn Fitzmaurice** at 845-878-4200, Ext. 133.

Cost: NFSA Members @ \$ 125.00 per seminar per computer.
Non- NFSA Members @ \$ 250.00 per seminar per computer.

Cancellation Policy:

- Full refund upon cancellation 5 days prior to seminar date;
- 50% refund upon cancellation 3 days prior to seminar date;
- \$ 25.00 late fee for any registrations made after 3:00 pm the Monday prior to the seminar. View demo, system requirements and registrar at www.nfsa.org or call Dawn Fitzmaurice at 845-878-4200, Ext. 133.

NFSA 2009 TWO-WEEK BASIC TECHNICIAN TRAINING SCHEDULE IS NOW SET

<u>Date</u>	<u>Training Site</u>
January 26-February 6	Denver, CO.
March 2-13	Orlando, FL.
March 23-April 3	Cincinnati, OH.
August 10-21	Omaha, NE.
September 14-25	Baltimore, MD.
October 12-23	Phoenix, AZ.

For more information on the above two-week classes, contact **Nicole Sprague** using Sprague@nfsa.org or by calling 845-878-4200, Ext. 149



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UPCOMING EVENTS

- Jan. 20, 2009 NFSA Oregon Sprinkler Industry Breakfast at the Village Inn in Tualatin. Speaker: **Brian Cullen**, President, Cullen Group, Inc. His presentation is “Best Practices for the Fire Sprinkler Contractor”.
- Jan. 21, 2009 NFSA Washington Chapter Breakfast at the McKinstry Company, Seattle. Speaker: **Brian Cullen**, President, Cullen Group, Inc. His presentation is “Best Practices for the Fire Sprinkler Contractor”
- Jan. 27, 2009 NFSA In-Class Seminar: NFPA 13, 13R, 13D - 2007 Update, Salem, Oregon.(1 day)
- Jan. 28, 2009 NFSA In-Class Seminar: CPVC Piping Installation Requirements & Procedures, Salem, Oregon.(1/2 day)
- Jan. 28, 2009 NFSA In-Class Seminar: Commissioning & Acceptance Testing of Sprinkler Systems, Salem, Oregon.(1/2 day)
- Jan. 29, 2009 NFSA In-Class Seminar: Inspection, Testing & Maintenance for Fire Sprinkler Systems, Salem, Oregon. (1 day)
- Feb. 3, 2009 NFSA In-Class seminar: Plan Review Procedures & Policies, Bellingham,WA. (1 day)
- Feb. 4, 2009 NFSA In-Class Seminar: Standpipe Systems for Fire Protection, Bellingham,WA.(1/2 day)
- Feb. 4, 2009 NFSA In-Class Seminar: Commissioning & Acceptance Testing of Sprinkler Systems, Bellingham, WA. (1/2 day)
- Feb. 5, 2009 NFSA In-Class Seminar: Basic Seismic Protection, Bellingham, WA.(1/2 day)
- Feb. 5, 2009 In-Class Seminar: Advanced Seismic Protection, Bellingham,WA.(1/2 day)
- Feb. 24, 2009 NFSA In-Class Seminar: Commissioning & Acceptance Testing of Sprinkler Systems, Nampa, Idaho. (1/2 day)
- Feb. 24, 2009 NFSA In-Class Seminar: Standpipe Systems for Fire Protection, Nampa, Idaho. (1/2 day)
- Feb. 25, 2009 NFSA In-Class Seminar: Hydraulics for Fire Protection, Nampa, Idaho. (1 day)
- Feb. 26, 2009 NFSA In-Class Seminar: Fire Pumps for Fire Protection, Nampa, Idaho. (1day)
- Mar. 24 & 25/09 NFSA In-Class Seminar: NFPA 13 and Intro to Plan Review, Fairbanks, Alaska (2-days)
- Mar. 26, 2009 NFSA In-Class Seminar: NFPA 25 – Inspection, Testing & Maintenance of Water-Based Fire Protection Systems. Fairbanks, Alaska (1-day)
- Mar. 27, 2009 NFSA In-Class Seminar: Sprinkler Protection for General Storage. Fairbanks, Alaska (1-day)
- April 16-18, 2009 Oregon Fire Chiefs Association Spring Conference at Eagle Crest Resort, Bend, Oregon
- April 29-May 2, 2009 NFSA Annual Seminar & Exhibition, Omni Championsgate, Orlando, Florida.**
- May 7-9, 2009 Idaho Fire Chiefs Association Conference, Shilo Inn, Idaho Falls, Idaho
- May 27-30, 2009 Washington State Fire Chiefs Association Conference, Spokane Convention Center, Spokane, Washington.
- June 8-12, 2009 NFPA World Safety Conference & Exhibition, Chicago, Illinois
- May 12-15, 2010 NFSA Annual Seminar, Fairmont Orchid, Big Island, Hawaii**
- Spring, 2011 NFSA Annual Seminar & Exhibition, Las Vegas, Nevas**