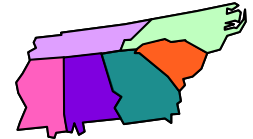




REGIONAL REPORT

Tennessee/South East Edition



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Get Registered for NFSA Annual Seminar & Exhibition Today

While winter's wrath has made it the customary cold and blustery in Northern climes, things are really heating up at NFSA. Plans for the upcoming Annual Seminar & Exhibition have been finalized and registration materials are now available. With programming focused on industry advancement and business survival strategies, fire sprinkler contractors will find immediate value. There are "early-bird" registration discounts, and even a special reduced registration fee for contractors' management teams. Break the winter doldrums. Plan today to meet in Orlando in April with NFSA – the fire sprinkler industry experts.

[Download registration brochure here](#)

NFSA 2009 Annual Seminar **April 29 – May 2, 2009**



Omni ChampionsGate
Orlando, FL

[Visit the resort here](#)

Dean Cornwell Golf Classic – TFSCA

It is time for the Dean Cornwell Golf Classic which will be played on June 8, 2009 at the Windtree Golf Course in Mt. Juliet, Tennessee. Registration will begin at 11:30 a.m. (c.s.t.).

There are several ways to support the golf classic:

Be a Sponsor

Be a Player – Bring a Team

Participate in the Silent Auction

If you would like to donate an item for the silent auction please contact Tommy Banasiewicz

The Tennessee Fire Sprinkler Contractors Association appreciates your support

See you on June 8th



If you have any questions please contact:

Tommy Banasiewicz – Phone - (615) 202-4405 – Email - jbana47@comcast.net

Carl Cutrell Jr. – Phone - (615) 456-8105 – Email - CCutrellJr@comcast.net

Fire Safety Winners Named

The [Congressional Fire Services Institute](#) and the [National Fallen Firefighters Foundation](#) have selected the International Association of Fire Chiefs and Common Voices for the Senator Paul S. Sarbanes Fire Service Safety Leadership Award.

The [International Association of Fire Chiefs](#) is being honored for its development and administration of the National Fire Fighter Near-Miss Reporting System. The goal of the program is to prevent and reduce injuries and deaths in the fire and emergency services by sharing data and case studies of near-miss incidents submitted by firefighters. Since the program was established in 2005, more than 2,500 reports have been submitted by firefighters from the largest metropolitan departments to one-station rural departments. Because of the value of the information, departments across the country are now incorporating near-miss data into their training programs and education materials.

A survivor advocacy group founded by the [National Fire Sprinkler Association](#), Common Voices consists of six women who have been sharing their stories of personal loss to advocate for fire sprinklers. Since the group was formed in 2007, they have visited Capitol Hill on many occasions to meet with members of Congress to advocate for the Fire Sprinkler Incentive Act. They were also actively involved in the adoption of the International Code Council's Residential Code in 2008, providing compelling testimony at the ICC hearings. In addition, they continue to travel across the country speaking to the fire service and local decision makers and testifying at code hearings to move forward fire-sprinkler initiatives.

CFSI President Bill Jenaway and NFFF Chairman Dennis Compton issued a joint statement recognizing the two recipients for their achievements. "We look forward to presenting the Senator Paul S. Sarbanes Award to the International Association of Fire Chiefs and Common Voices for their outstanding contribution to the safety of our fire service. Through their programs, both have embraced the ideals of the Sarbanes Award and the Life Safety Initiatives established by the national fire organizations in 2004. We also extend our thanks to each of the organizations nominated for this award for their contributions to firefighter safety."

The awards will be presented at the 21st Annual National Fire and Emergency Services dinner on April 2, in Washington D.C. Named after retired-Sen. Sarbanes (D-Md.), a strong advocate for firefighters and rescue personnel during his 36-year career in Congress, the award recognizes organizations for their outstanding contributions to firefighter health and safety. State Farm Insurance and VFIS serve as the corporate supporters of the award program.

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 grepko@nfsa.org.

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

Fire sprinkler academy's students to get practical education

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.

REGIONAL REPORT

Tennessee/Southeast Edition



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.



Cecil Bilbo, left, founder of the Academy of Fire Sprinkler Technology, refers to sprinkler-system blueprints while brainstorming with Dave Peterson, the company's director of operations.

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."

NFSA Produces Design Technician Recruitment Video

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 Announces New Membership Category

NFSA is proud to announce the inception of our newest member category, Friend of the Industry. This new membership encompasses companies such as insurance agents, accountants, printers and all others that interact with, but are not part of, the fire sprinkler industry. NFSA would like to encourage its members to ask vendors they are doing business with that would fit into this category, to show their support by joining NFSA as a Friend of the Industry. For further information or an application, call Karyn Hudgens, Director of Membership at 845.878.4200 ext. 156 or email Hudgens@nfsa.org.

Habitat houses get free sprinkler systems

The Beaufort South Carolina Fire Department and the Central Savannah River Chapter of the Society of Fire Protection Engineers will finish installation of residential sprinkler systems Saturday at two Habitat for Humanity homes on Prince Street in Beaufort.

Anyone wanting to learn more about residential systems is welcome to stop by from 11 a.m. to noon Saturday to speak with Beaufort fire officials.

The local chapter of the Society of Fire Protection Engineers is installing the systems in the homes at no charge.

Details: Lt. Daniel Byrne, 843-525-7055 or beaufortfiredepartment.com.

Sprinkler Toolbox –

The ways, when's and how's of installing an automatic sprinkler system

A comprehensive guide to installing an automatic fire sprinkler system in Greek housing is available from MJ Insurance Sorority Division, the leading insurer of sororities across the nation. This guide, produced in partnership with a number of organizations, was written by Director of Regional Operations Buddy Dewar from the National Fire Sprinkler Association. Contained within this free guide:

- The elements of fire safe chapter housing
- The history of fire sprinkler systems

REGIONAL REPORT

Tennessee/Southeast Edition



- Community pressures are being exerted upon property owners
- The merits of having a fire sprinkler system in your chapter house
- How exactly does an automatic fire sprinkler system operate?
- Who determines where and when sprinklers are required
- Different types of sprinkler design standards and choosing the optimum system for your property
- Who designs fire sprinkler systems?
- Financial costs of the sprinkler installation
- Fire sprinkler specifications and bid process and how to manage it like a pro
- Choosing a contractor for the installation in your area
- How to secure a property discount once your sprinkler system is installed
- What if you are not the owner of the property and only a tenant
- Now that you have it, what do you do with after the contractor leaves
- Life safety: sprinkler legislation and fraternal support
- Resources
- Myths about sprinkler systems

A copy of this guide can be downloaded by going to www.campus-firewatch.com and following the link on the home page. For more information, contact Cindy Stellhorn, MJ Insurance, cindy_stellhorn@mjinsurance.com

It is not too late to start making plans to attend the 2009 Edition of the TFSCA Fall Fling in Sevierville, Tennessee September 24 – 26, 2009

