



Fire Protection Contractor magazine

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February 2023  
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# Licensure Requirements

also

## Trends in Construction

Plus:

## NFSA Burn Demo Promotion

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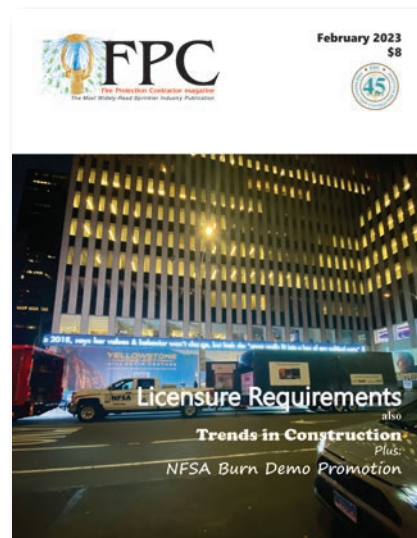
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~ ON THE COVER ~

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Cover photo courtesy of NFSA. See the Promotion story on page 16. Our feature on fitter licensing starts on page 14 where you'll find great information AND questions! Some interesting Trends in Construction begin on page 22. Be sure not to miss the Freeze Protection item on page 19 or the Training news on page 26!

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## How to Use This Magazine

*News You Can Use, Developing a Knowledge Base, Applying Items to Your Benefit*

**U**nderstanding and applying new information to your business is key to growth, productivity, and profits. *Fire Protection Contractor* magazine's primary purpose is to help fire sprinkler contractors by providing information that they want and need. *FPC* fulfills this purpose through a wide variety of regular magazine features, columns, and departments (over 70 categories). What we do not always do is explain ways that a fire sprinkler contractor can apply the information.

Here, we outline some of the ways readers can benefit from the information within. Of course, as it says in our disclaimer: *Recommendations and suggestions are made without guarantee as to result since conditions of use are beyond our control. The contents are intended only as a source of information.*

Some of the simplest and straightforward helps in each edition include *New Products* information, as well as *Literature* and *New Listings*. Sometimes, one little bit of information will pay for the cost of a subscription many times over. Don't overlook the *advertisements* as a source of information on products and services.

*(Does everyone at your company have their own subscription? Education and motivating your employees or coworkers can be a full time job. Let FPC help, and maybe the next profitable idea you develop will come from a source you didn't expect.)*

The *NewsBriefs* section may often be overlooked as something that can be applied to regular operations, but there are often gems in these news reports. Some of the things that may help you is news on a new sprinkler ordinance. If it is not in your area of work, perhaps it indicates a trend that will come to your region. Or, perhaps the contacts in the news item can help you and your local fire sprinkler association or chapter enact ordinances in your area. Likewise, news that outlines objections to fire sprinkler installations may help you to overcome such challenges.

*Success Stories* is another tool that can be used to promote fire sprinklers and educate others, including your staff, AHJs, local officials, the local press, etc. They could be sorted by occupancy and shown to owners to convince them to install fire sprinklers — only no one has to “sell” fire sprinkler systems anymore as almost all installations are mandated by codes, ordinances, or legislation. Success stories may be used to help sell more sprinkler laws.

There are many more ways to profit from reading *FPC*.

— Brant R. Brumbeloe, Editor

***Buy the truth, and do not sell it,  
Also wisdom and instruction and understanding.***

Proverbs 23:23, New King James Version

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**FPC/Fire Protection Contractor** is published for the benefit of fire protection contractors, engineers, designers, sprinkler fitters, apprentices, fabricators, manufacturers, and distributors of fire protection products used in automatic fire sprinkler systems.

**Circulation:** Last month, January 2023, our circulation was 1,721 copies. We have subscribers throughout the United States and Canada and several foreign countries and territories.

**Readership:** Fire sprinkler contractors and systems designers make up most of our circulation. Readers include architects, engineers, fabricators, manufacturers, suppliers, unions, fitters, universities, libraries, etc., totaling over 40 categories.

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## Sad Loss

**Jacob Penner** was killed in an auto accident on December 22, 2022. Jacob was a 5<sup>th</sup> period fire sprinkler apprentice in the CAFSA program and worked for Marquee Fire, who are part of the Sac Valley Chapter of AFSA family. Jacob was 28 years old and leaves behind an infant son.

The Penner family now has a GoFundMe page set up to assist with the end-of-life expenses and continued care costs for his infant son. Here are the links to the GoFundMe site: <https://gofund.me/954bea2c>.

### What is the Best Thing About Fire Sprinklers?

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[www.homefiresprinkler.org](http://www.homefiresprinkler.org)

## Help us build a better fire sprinkler industry by answering these Five Questions

- Who are you?
- What do you do?
- When did you start in the fire sprinkler industry?
- Where do you work?
- Why do you love the fire sprinkler industry?

We are building a series of PROFILE PAGES and we want you!

Please e-mail your answers to: [info@fpcmag.com](mailto:info@fpcmag.com)

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## National

### NFPA 13 Updates

NFPA 13 *Standard for the Installation of Sprinkler Systems* is the industry benchmark for design and installation of automatic fire sprinkler systems. It addresses sprinkler system design approaches, system installation, and component options to prevent fire deaths and property loss.

The Current Edition is the 2022 edition. The Next Edition will be the 2025 edition. The Revision Cycle: Annual 2024.

The First Draft for Public Input closing date was June 1, 2022. The First Draft Report posting date is March 22, 2023. The Second Draft Public Comment closing date is May 31, 2023. The Second Draft Report posting date is February 28, 2024.

The Motions Committee Report (NITMAM) closing date is March 27, 2024. The NITMAM posting date is May 8, 2024.

The First Draft Committee Information for Automatic Sprinkler Systems (AUT-AAC) meeting was January 12-13, 2023, at the Holiday Inn Orlando Disney Springs, Lake Buena Vista, Florida.

For more information contact: National Fire Protection Association, 1 Batterymarch Park, Quincy, MA 02169-7471; 800-344-3555 (U.S. & Canada), 855-274-8525 (U.S. & Canada), +1 617 770-3000 (International), [www.nfpa.org](http://www.nfpa.org).

## Massachusetts

### Bar Shut Down Over Lack of Sprinklers

An article by Marco Cartolano posted January 9, 2023, on [www.telegram.com](http://www.telegram.com), Massachusetts, said One Eyed Jack's Tiki Bar & Grill at 433 Park Avenue has been closed since New Year's Eve because the building does not have a sprinkler system, according to the restaur-

ant's owners. The city says the business has been in violation of a court order and that the fire department has tried to work with the restaurant multiple times to rectify the violations.

In a statement, One Eyed Jack's' owners said the city's fire inspectors would not sign off on the building's 2023 license because the building does not have a sprinkler system.

"I do not own the building so as of now it's a waiting game to see if we will even survive long enough to reopen," the restaurant said in a social media post.

According to the City Assessor's database, the building at 433 Park Ave. is owned by ValueFirst Realty LLC.

David Thacker, owner of One Eyed Jack's, said the closure has left him in rough economic shape.

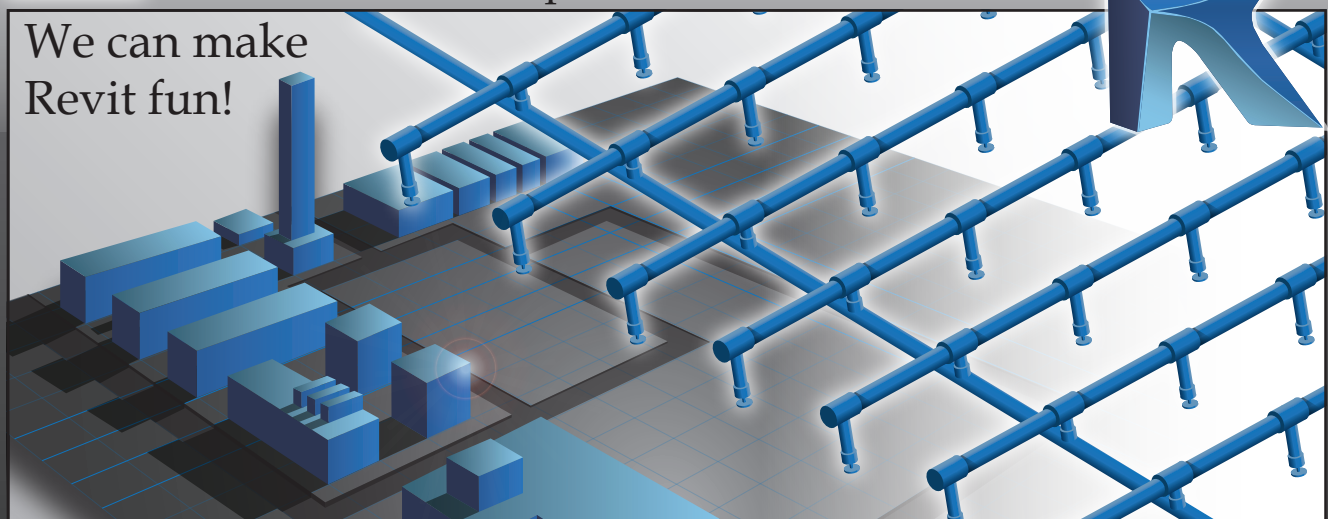
The fire department sent the *Telegram & Gazette* the following statement: "The establishment known as 'One Eyed Jacks' at 433 Park Avenue is in violation of a court order since September 2, 2022. A court order was issued on August 18,



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2022, to rectify building and occupancy violations that are not in compliance with the *Massachusetts State Building Code*. The violations of the court order are specifically related to public safety and require the business at the subject property to be shut down. The Worcester Fire Department and Division of Inspectional Services have made several attempts to assist the owners in rectifying the violations.”

In Thacker’s telling, his business went through all of the necessary inspections and received approval for the license, but he then received a call and texts from building and fire inspectors informing him that the license would not be renewed for 2023 until the landlord installs a sprinkler system or brings the building up to code.

Thacker said the responsibility of installing the sprinklers or getting the building up to code lies with the owner. He said he felt like a middleman between the city and the landlord.

“Why aren’t they telling (the landlord)? Why aren’t they pursuing (the landlord)? Why aren’t they calling (the landlord)?” Thacker said. “They’re making me the middleman.”

*Those who cannot remember the past are condemned to repeat it.*  
— George Santayan (1863-1962)

## New York Year After Deadly Bronx Blaze: A Plan to Combat ‘America’s Fire Problem’

According to an article by Jeffery C. Mays and Téa Kvetenadze on [www.nytimes.com](http://www.nytimes.com), January 9, 2023, on the first anniversary of the Twin Parks fire in the Bronx that killed 17 people, the Federal Emergency Management Agency will announce a new national plan to combat “America’s fire problem” using investigatory muscle granted by federal legislation that President Biden signed last month.

The legislation will give the **United States Fire Administration** the power to identify the causes of fires like the one at the Twin Parks North West housing complex in the Bronx, New York City’s deadliest inferno in decades. It also allows the agency, which is part of FEMA, to identify other buildings with similar problems and to issue recommendations.

An investigation by *The New York Times* found that the **fire safety system** at Twin Parks suffered a catastrophic failure and that the deaths were preventable. The blaze was sparked by an electric space heater that ignited a mattress, but the victims died of smoke inhalation, not the fire itself. Investigators believe that deadly smoke was able to spread to

the upper floors of the 19-story building because of faulty self-closing doors.

Twin Parks is an affordable housing building that was constructed in 1972. Like many older residential buildings in the city, **Twin Parks had no sprinkler protection**. More than a million American households live in public housing units, and many lack lifesaving measures like **sprinklers...**

Lori Moore-Merrell, head of the **U.S. Fire Administration**, said in an interview that the new investigative authority will allow her agency to ask, “How many other buildings in New York have those same kinds of points of failure?”

In search of solutions, Mayor Eric Adams has presented a plan to address New York City’s housing crisis that includes expanding affordable housing through incentives for developers and preserving existing below-market units. But the mayor’s critics say the budget still falls short of what is needed.

“Twin Parks North West is hardly unique. Most buildings in the Bronx lack what experts would consider 21<sup>st</sup> century standards of fire safety,” said Representative Ritchie Torres, who represents the district where Twin Parks is and who introduced the bill to give the fire administration investigatory authority.

Moore-Merrell recalled receiving a call from Torres as she was leaving Twin Parks a day after the fire. He asked what her agency’s investigation had uncovered, and she explained that the Fire Administration had no investigative power.

“Just like there is a federal process for investigating airplane incidents and cyber incidents, there ought to be a comparable process for investigating fire incidents in the hopes of translating the lessons learned into policies and practices that will prevent future fires and save lives,” Torres said.

The Fire Administration’s investigatory powers will not be retroactive, so it will not investigate the Twin Parks fire itself. But other communities at risk of fire death will benefit, said Daniel Madrzykowski, Director of Research for the UL Fire Safety Research Institute. He said local investigators often focus on finding the cause of a fire whereas the federal government can consider why the fire was so deadly.

“Why wasn’t the fire and the smoke



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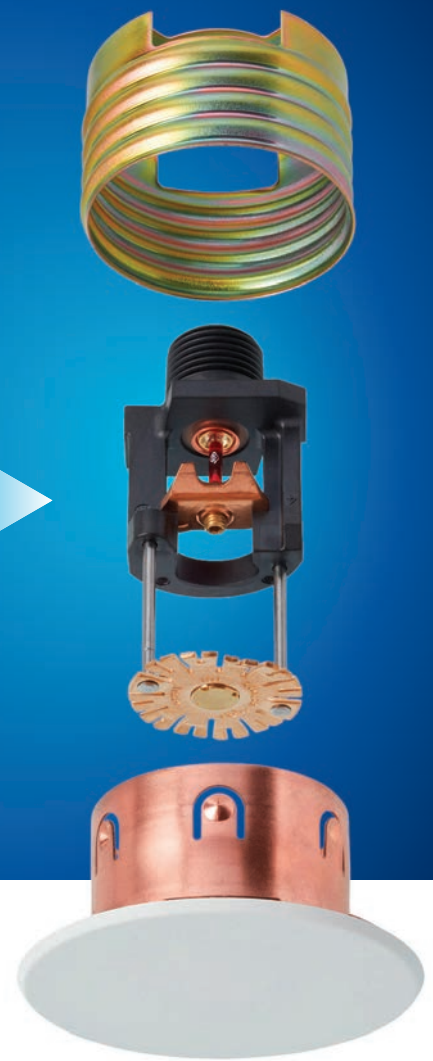
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contained to the one unit in that fire in the Bronx? Why did it spread throughout the building? Is there a need for a change in building code? Is there a need for a change in building design to prevent that kind of thing from happening in the future?" Madrzykowski said.

The number of criminal cases that New York City pursues because of fire safety violations has decreased drastically, prompting fears of less than rigorous enforcement just a year after one of the deadliest fires in decades. City officials said they are pursuing lesser civil charges to speed adjudication, but staffing has become a major issue at many city agencies following the pandemic.

"I have yet to see the kind of enhanced enforcement of the fire code that one would expect in the wake of a fire as catastrophic as the one at Twin Parks," Torres said.

Although legislation passed in 1992 requires multifamily buildings to be built with sprinkler systems, approximately 570,000 multifamily public housing units constructed before the requirement are still in the system, and a "significant portion" still do not have sprinklers, the Fire Administration report found.

Moore-Merrell said that too many older buildings that serve as affordable housing are grand-fathered in and not required to meet the building codes of new construction because of the myth that the improvements are too expensive.

### Tennessee

## Disabled Sprinklers Due to Burst Pipes

The Memphis, Tennessee, "Feels Like Home" fire spread out of control because the sprinklers were disabled due to

**burst pipes.** The two-alarm fire on December 29 killed one man and injured two others at the Feels Like Home senior lifestyle residences. This, according to an article by Jackson Brown, January 4, 2023, on [www.localmemphis.com](http://www.localmemphis.com).

According to staff, the fire started in the room of a 72-year-old blind man, the same man who later died.

The fire prevention system in the building had been inspected three days before the fire, and was tagged-out due to low water pressure from burst pipes, meaning the system was disabled and the building had to be put on fire watch that night.

Building management also said a lack of accessibility for firefighters contributed to the fire's size, saying their fire access lane from Winchester Road to their location on Kirby Road was blocked.

The two residents who were injured in the fire are now in stable condition, a Feels Like Home resident said.

The Memphis Fire Department (MFD) responded to the two-alarm fire at the Feels Like Home Senior Lifestyle Residences at the 3300 block of Kirby Road in East Memphis.

When ABC24 arrived on scene, crews witnessed several firefighters having to get suited up blocks away from the scene of the fire.

A MATA bus driver at the scene told ABC24 that he was brought in to help evacuate residents at the facility after another bus broke down.

One firefighter was treated on the scene for fatigue and was not taken to the hospital, according to MFD. Total property loss was estimated at \$1,000,000 by MFD and the contents at \$500,000. □

*Up next...*

FPC's **March** edition features are **Change Orders**, and **History & Historical Photos**.  
Also FPC's 45<sup>th</sup> Anniversary.

Our April edition features include **Combustible Concealed Spaces** and **Closed-Loop Systems**.



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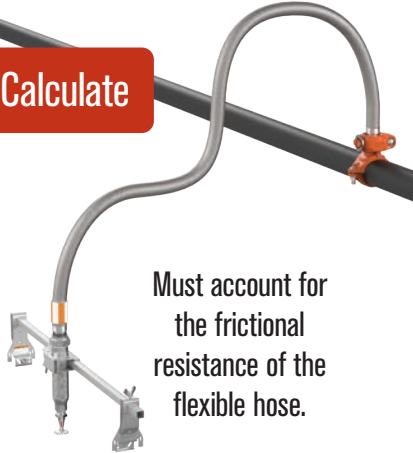


Must account for the frictional resistance of the pipe and fittings.

Total Equivalent Length of 1" Sch. 40 Pipe

14 ft

Calculate

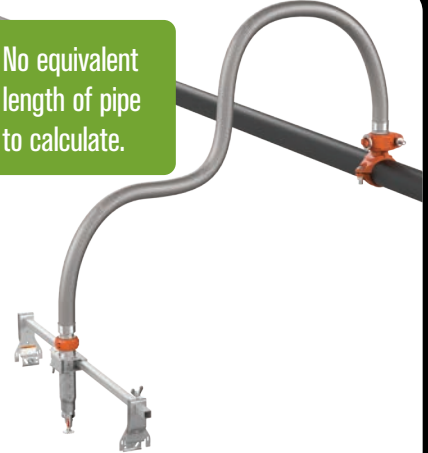


Must account for the frictional resistance of the flexible hose.

Total Equivalent Length of 1" Sch. 40 Pipe

 30 ft

No equivalent length of pipe to calculate.



Total Equivalent Length of 1" Sch. 40 Pipe

N/A



SCAN TO LEARN MORE

# Work, Wages, & Workplace

## Put Plans In Place Now For Changing Economy

Business owners should work now to continue growth in a more challenging economic environment, writes Manish Garg, cofounder of platform Skan.ai. Focus on your best investment opportunities, provide discounts for early payment, restructure pricing, take action to keep talent, and review processes for efficiency, Garg says.

Source: *Forbes* (1/3)

## OSHA: Trench Worker Deaths Up

OSHA tallied 35 trench- and excavation-related worker deaths in the first 11 months of last year, and four trench-based deaths in December that were reported in the media bring the annual number to at least 39. The OSHA figure is more than twice that from 2021, which had been surpassed by the end of June 2022.

Source: *Equipment World* (1/5)

## Survey: Contractors Worry About Hiring, Supply Chain

Contractors predict hiring will remain difficult in 2023 even as infrastructure spending ramps up, according to a survey of 1,032 contractors conducted by AGC. Other concerns from contractors include supply chain hurdles and increasing material costs, the survey found, with 74% of respondents listing a recession or economic slowdown as their top concern.

Source: *Construction Dive* (1/9)

*“When team members are happy at work, they are better collaborators, work to common goals, and are more innovative.”*

## Keep Your Workers Happy

Giving employees smaller but more frequent rewards and focusing on recognition of achievements are among the strategies that can keep workers

happy, writes Martin Zwilling, drawing on advice from the book *The Best Place to Work* by psychologist Ron Friedman. “Research also shows that when team members are happy at work, they are better collaborators, work to common goals, and are more innovative,” Zwilling notes.

Source: *Startup Professionals Musings* (1/2)

## NLRB Likely To Bolster Unions

A series of upcoming decisions by the majority-Democrat National Labor Relations Board likely will be favorable to unions, with one poised to set a higher standard for companies arguing that their workplace policies do not run afoul of workers’ federal rights. Another decision could help workers demonstrate that they are not independent contractors but should rather be classified as employees, while other cases concern electronic surveillance of workers, as well as mandatory meetings that discourage unionizing.

Source: *Reuters* (1/3)



## DESIGNED TO HANDLE THE PRESSURE

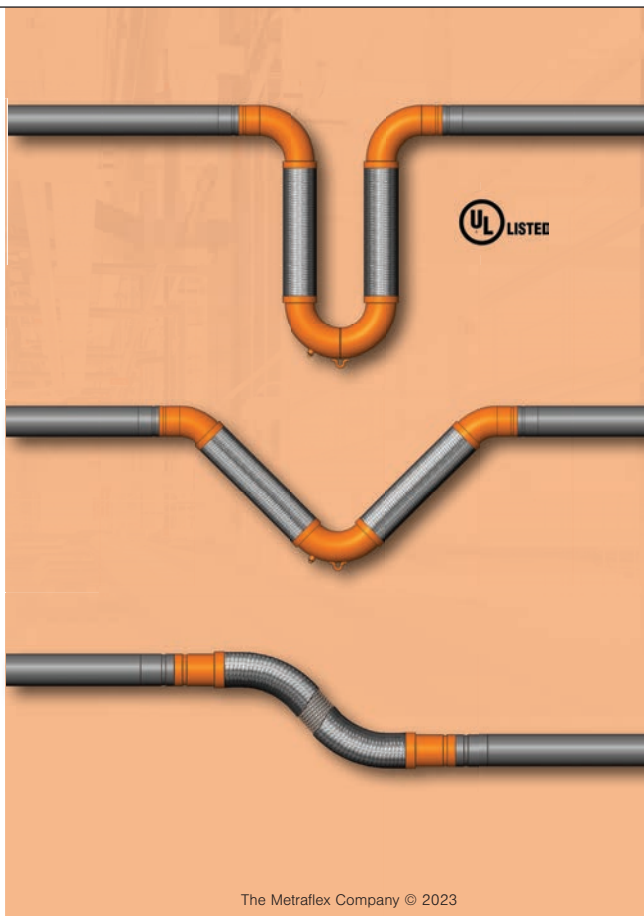
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Philadelphia, PA	\$12 Million
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a meeting with Rory from Tuesday, March 28  
to Friday, March 30 at ISC WEST, Las Vegas.

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# Licensure Requirements

## Florida

### Fire Protection License Requirements

By Jessica Cox

Currently, Florida's license requirements pertain to fire protection system contractors and water-based inspectors.

**Fire Protection System Contractors** — must pass a licensing exam, then 32 CEUs (continuing education hours) are required every two years.

**Water-Based Inspector Permittee** — must qualify and maintain a NICET Level II or equivalent certification and 16 CEUs (continuing education hours) are required every two years.

CEUs are to be submitted to the State Fire Marshal's Office by June 30<sup>th</sup> on even years. The industry has access to multiple opportunities for in-person CEUs through AFSA Florida as well as online options through ETI (Educational Training Institute). The next license renewal date is June 30, 2024. CEU providers submit attendees' CEUs to the state, but it's good practice to maintain your own records.

#### More on WBI Certifications:

The state of Florida requires water-based inspectors to be employed by a Fire Protection System Contractor I or II and to hold an Inspector II certification. However, inspectors may obtain a "provisional permit" for a period of two years with an Inspector I certification. The provisional permit will not be renewed, and the expectation is that the inspector will achieve an Inspector II certification prior to the next renewal.

Water-Based Fire Protection Inspector Level II are ITM technicians who work independently, and have a minimum 2,000 hours of work experience in the field of inspection and testing of water-based fire protection systems.

The recent increase in sprinkler fitter licensure requirements has Florida on guard. Every opportunity to speak with legislators is an opportunity to voice the opposition to this legislation coming to Florida.

#### About the Author:

Jessica Cox is the Executive Director of the Florida Chapter American Fire Sprinkler Association (AFSA). She can be reached at: Jessica Cox, AFSA Florida, 7842 Land O' Lakes Blvd., #143, Land O' Lakes, FL 34638; (813) 784-3624, [jessica@afsaf.org](mailto:jessica@afsaf.org), [www.afsaf.org](http://www.afsaf.org).

## Florida

### Fire Sprinkler Fitters in Florida

Mac McGaffagan, Fire Sprinkler Service Division Manager, Piper Fire Protection, Clearwater, Florida, says they don't have a Fitter license law in Florida, but he thinks fitters should be in an Apprentice program or have completed an Apprenticeship program. Mac runs the fire sprinkler apprentice program for the Associated Builders and Contractors (ABC) in Florida and worked on the rewrite of the American Fire Sprinkler Association (AFSA) apprenticeship program text.

He says he has seen fitters with 10 years of experience that really didn't know a lot; all they could do is plastic fire sprinkler systems. He saw one fitter that was "experienced" holding the Channel Locks upside down.

Mac has taught for years and has seen four of his students go on to win the AFSA Apprenticeship Competition.

He said he can take a kid from high school and start them out at \$17 an hour and guarantee them raises over the next four years. They also offer quarterly bonuses.

Mac is a NICET III inspector and was awarded the title of SME (Subject Matter Expert).

He has some three-year apprentices that are 20 years old and they are out hanging pipe!

Five of his former students have become Fire Sprinkler Contracting License holders!

When he started with the Piper Fire Protection, Fire Sprinkler Service Division, they had about 100 accounts; now they have about 17,000 accounts and 16 trucks in service. Piper also has about 45 people in the Construction Division doing new installations of fire sprinkler systems.

## Virginia

### Shrinking the Labor Pool?

My concern would be shrinking the limited labor pool we have currently.

In the past, plumbers and electricians have been licensed, which protects their jobs.

In our case, we cannot get enough help now for the work we have on backlog, much less the future.

I agreed with requiring certification/licenses for backflow technicians and ITM inspectors to protect the liability issues.

Licensing fitters who many times are not present to finish jobs, test, and commission systems is an overreach, in my opinion.

— Anonymous

Fire Sprinkler Contractor

## California

### Fire Sprinkler Fitter Certification

For all regulatory requirements for Fire Sprinkler Fitter Certification, please go to the following link: [http://osfm.fire.ca.gov/strucfireengineer/pdf/aes/aeslawsregs\(rev2017\).pdf](http://osfm.fire.ca.gov/strucfireengineer/pdf/aes/aeslawsregs(rev2017).pdf)

Additional information about the Program can be found in the *2017 Information Bulletin* and the *2018 Information Bulletin*.

For any further questions, e-mail: [AES@fire.ca.gov](mailto:AES@fire.ca.gov).

## California

# Contractors License Not Enough?

In 2021, I submitted to take my C16 state license test. I submitted all of the documentation required to schedule and take the test, which I did pass both the trade portion and legal portion. In July 2021, I was issued my C16 license, which provided me with the ability to work on all fire protection systems. In approximately May of 2022, I received an e-mail from the CSLB indicating a reminder referencing bulletin #22-06. Below is the verbiage:

*The Contractors State License Board (CSLB) has an important reminder for C-16 Fire Protection contractors.*

*C-16 licensees and their employees (including fire sprinkler pipefitters, apprentices, and trainees) who install or repair water-based fire protection systems for commercial or multi-family dwellings must obtain a Fire Sprinkler Fitter Certification or Fire Sprinkler Fitter Registration (Apprentice or Trainee). Licensees or their employees who fail to get this certification or registration before performing fire protection installations or repairs may face CSLB disciplinary action. Please note this does not apply to C-16 contractors and employees who work on one- and two-family homes.*

I contacted the CSLB requesting info and was told that they didn't have the information on the requirement and that the CSLB was simply the enforcement agency for the State. I had

to contact the State Fire Marshal for further information and to apply for the additional certification. Up to this point, I had heard nothing about the additional requirement and had been actively searching for local commercial projects.

In order to continue working on any multi-family or commercial projects, I will need to pay a state fee, take their test, provide notarized documentation relating to experience, and every three years provide proof of continuing education equivalent to three units. It is essentially an apprentice program similar to unions, only this is run by the state.

So, at this time, I am unable to pursue any commercial or multi-family projects. I understand the simple solution would be to comply, pay the fee, take the test, provide the documentation, etc. The test I took to obtain the C16 included mostly questions relating to commercial construction.

I don't like the way this was handled and feel it is just a money grab by the state. The information they are requesting is almost everything I provided to the CSLB when acquiring my license, and my completion of the licensing requirements should be sufficient to pursue various projects.

I hope this makes sense and I understand that it may come across as whining, which is not the case. It actually frustrated me due to the lack of transparency and additional steps/cost in order to exercise my right to contract particular projects.

— Anonymous  
Fire Sprinkler Contractor

## What Are the Requirements Where you Work?

Tell us what you think — send your input to: [info@fpcmag.com](mailto:info@fpcmag.com)

## States by Population

Rank	State	Population	Last Year	Fire Sprinkler License info
1	California	39,029,342	39,538,223	<a href="http://osfm.fire.ca.gov">http://osfm.fire.ca.gov</a>
2	Texas	30,029,572	29,145,505	<a href="https://www.tdi.texas.gov/fire/fmlisprinkler.html">https://www.tdi.texas.gov/fire/fmlisprinkler.html</a>
3	Florida	22,244,823	21,538,187	<a href="http://www.myfloridacfo.com/division/sfm/bfp/regulatory-licensing">www.myfloridacfo.com/division/sfm/bfp/regulatory-licensing</a>
4	New York	19,677,151	20,201,249	<a href="https://dol.ny.gov">https://dol.ny.gov</a>
5	Pennsylvania	12,972,008	13,002,700	The Commonwealth of Pennsylvania currently has no licensure or certification requirements for most construction contractors.
6	Illinois	12,582,032	12,812,508	<a href="https://sfm.illinois.gov/iam/business/fire-sprinkler-contractor-information.html">https://sfm.illinois.gov/iam/business/fire-sprinkler-contractor-information.html</a>
7	Ohio	11,756,058	11,799,448	<a href="https://com.ohio.gov/divisions-and-programs/state-fire-marshal/licensing-and-certification">https://com.ohio.gov/divisions-and-programs/state-fire-marshal/licensing-and-certification</a>
8	Georgia	10,912,876	10,711,908	<a href="https://oci.georgia.gov/inspections-permits-plans/buildings-fire-suppression-systems/fire-suppression-professionals">https://oci.georgia.gov/inspections-permits-plans/buildings-fire-suppression-systems/fire-suppression-professionals</a>
9	North Carolina	10,698,973	10,439,388	<a href="https://nclicensing.org/">https://nclicensing.org/</a>
10	Michigan	10,034,113	10,077,331	<a href="https://www.michigan.gov/som/government/state-license-search/f/fire-sprinkler-installation-licensing-information">https://www.michigan.gov/som/government/state-license-search/f/fire-sprinkler-installation-licensing-information</a>
11	New Jersey	9,261,699	9,288,994	<a href="https://www.nj.gov/dca/divisions/dfs/offices/contractor.html">https://www.nj.gov/dca/divisions/dfs/offices/contractor.html</a>
12	Virginia	8,683,619	8,631,393	<a href="https://www.dpvr.virginia.gov/">https://www.dpvr.virginia.gov/</a>
13	Washington	7,785,786	7,705,281	<a href="https://www.wsp.wa.gov/fire-sprinklers/">https://www.wsp.wa.gov/fire-sprinklers/</a>
14	Arizona	7,359,197	7,151,502	<a href="https://roc.az.gov/">https://roc.az.gov/</a>
15	Tennessee	7,051,339	6,910,840	<a href="http://www.tn.gov/commerce/fire/permit/licensing/sprinklers.html">www.tn.gov/commerce/fire/permit/licensing/sprinklers.html</a>

## National Fire Sprinkler Association Fire Sprinkler Burn Demo Airs Live on *Fox & Friends*



For the fourth time in recent years, NFSA and Common Voices traveled to Times Square in New York City on December 10<sup>th</sup> to conduct a fire sprinkler side-by-side demonstration live on the Fox News channel. Over 2.6 million people tuned in. NFSA President Shane Ray was honored to present the demonstration with Common Voices advocate and Station Nightclub survivor Rob Feeny on the morning show *Fox and Friends*.

A big thank you goes to the Mechanical Contractors of New York for joining us and for partnering with us to donate the trailer that was used to the Fire Department of New York Foundation. The National Fallen Firefighters Foundation also supported us, and Board Member Kevin Cooney joined our team!

"It takes a lot of work, energy, and patience to pull this burn off, but it's so worth it," explained NFSA Vice President of Advocacy & Outreach Vickie Pritchett. "Watching the network anchors react is fun, this year's quote that stuck was 'deck the halls with fire sprinklers.'"

In case you missed it, you can view the burn by scanning the QR code here.







## American Fire Sprinkler Association

The American Fire Sprinkler Association is holding their Beginning Fire Sprinkler System Planning School **February 7 through March 3, 2023**.

The Beginning Fire Sprinkler System Planning School presents a comprehensive, practical approach to preparing fire sprinkler system drawings.

Over a three-week period, students will attend six live webinars studying and reviewing the installation and design approach requirements of NFPA 13 (2019) while completing self-paced exercises and module assessments.

There will be Q&A sessions and open discussions also.

They will have another Beginning Fire Sprinkler System Planning School on **April 25-May 19, 2023**.

Additionally, they are presenting an Advanced Hydraulic Calculations Workshop, **May 3-6, 2023**. This will be held at AFSA Headquarters, 1410 East Renner Rd., Suite 150, Richardson, Texas. This three-day, in-person workshop provides a deep dive into advanced hydraulic principles for standpipe systems, fire pump assemblies, and water storage tanks. Students will receive classroom instruction, work through examples, and much more.

For more information visit: [www.firesprinkler.org/education-training](http://www.firesprinkler.org/education-training).

## California Sacramento Valley Chapter

The Sacramento Valley Chapter of the AFSA recently held a seminar on the new *Standards* in 2023 of NFPA 13, 13R, & 13D, as the State of California adopted the 2022 Editions of 13, 13R, and 13D on January 1, 2023.

SVC AFSA will hold a seminar (Topic to be Determined) on **March 9, 2023**, from 8:00 a.m. to 2:30 p.m. at the Placer County Association of REALTORS®.

They will also hold their 1<sup>st</sup> Quarter SVC AFSA Meeting during lunch at this seminar. You need to be registered for the seminar to participate in the lunch.

This will take place before the SVC AFSA 11<sup>th</sup> Annual Trade Show on **March 9, 2023**, from 3:00 to 7:00 p.m. at Thunder Valley Casino Resort in The Venue Hall.

FPC would like to see you at this event as fire sprinkler industry exhibitors mingle with fellow contractors, engineers, fitters, apprentices, designers, while enjoying good food, a raffle, and the newest products in our industry. Pre-registration not required.

For more information visit: [www.sacvalleyafsa.org](http://www.sacvalleyafsa.org).

## Georgia Fire Sprinkler Association

The Georgia Fire Sprinkler Association (GFSA) is holding NFPA-25 Training Classes and ACE Testing & Certifications on **February 14-17, 2023**, at SPP Pumps. The classes will be held Tuesday through Thursday. ACE testing will be administered Friday morning. Please make sure to register separately for the ACE testing.

The seminar title is “The Proper Use and Application of NFPA 25 (ITM).”

This seminar will cover the requirements for properly maintaining a water-based fire protection system in accordance with NFPA 25 – 2017 Edition. The seminar clearly describes the responsibilities for compliance and record keeping. It describes the specific scope of the *Standard* and identifies the various ways in which information related to changes in the system are handled. It describes the various tables used in the *Standard*, their specific purposes, and when (and how) to use which tables. They will discuss various ITM problems encountered, identify the proper section(s) of the *Standard* that addresses it, and discuss how to deal with issues not covered by the *Standard*. In addition, this class will cover the new minimum state certification requirements for Inspector Licensing and Inspector Licensing renewals and will also cover the new ACE program ITM certification and testing requirements.

At the conclusion of this seminar the participant will be able to: 1. Explain the areas to which the *Standard* applies and address those areas where it does not. 2. Explain the general definitions used in the *Standard* common to all NFPA documents. 3. Explain the various definitions specific to the *Standard*, and their meaning. 4. Discuss the various Tables utilized throughout the *Standard* and explain their respective purposes.

*Continued on page 20*



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# Freeze Protection

**This item from the Georgia State Fire Marshal  
was sent in by Taylor M. Johnson, Executive Director,  
Georgia Fire Sprinkler Association, an AFSA Chapter**

## System Impairments and Specifically Freeze-Related Impairments

*Be advised, this shall be the policy on buildings under state authority per OCGA Title 25  
and the recommendation to local fire Authorities Having Jurisdiction.*

### To Whom It May Concern:

In light of the unprecedented cold weather being experienced throughout Georgia and the subsequent damage occurring to fire sprinkler systems, the following guidance is being provided by the State Fire Marshal's Office:

It is my interpretation, per the authority granted under *OCGA Title 25* that directs Impairment Coordinators to comply with the following elements found in NFPA 25. It is my recommendation that AHJs be familiar with these provisions and enforce them accordingly:

- Per *NFPA 25, 2017 Edition Chapter 15, Section 15.6.1* where system impairments are attributed to damage caused by frozen and/or ruptured pipes the requirements of 15.5 shall be implemented by the impairment coordinator.

- Per *NFPA 25, 2017 Edition Chapter 15, Section 15.5 (4)* Where the system is out of service for more than 10 hours in a 24-hour period one of the following shall occur:

- (a) Evacuation of the building or portion of building affected;
- (b) An approved fire watch;

- (c) Establish a temporary water supply;

- (d) Implement a program to eliminate ignition sources and limit available fuel;

This shall be the policy on buildings under state authority per *OCGA Title 25* and the recommendation to local fire authorities having jurisdiction. Please let me know if you have further questions.

Sincerely,

*Craig D. Landolt, CFCO, State Fire Marshal,  
Office of Commissioner John F. King  
Two Martin Luther King Jr. Drive SE, Suite 920 West Tower,  
Atlanta, GA 30334  
clandolt@oci.ga.gov*

For more information contact: Taylor M. Johnson, Executive Director, Georgia Fire Sprinkler Association, an AFSA Chapter, 1525 Broadmoor Blvd. NE, Buford, GA 30518; [www.GeorgiaFireSprinkler.org](http://www.GeorgiaFireSprinkler.org).

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5. Discuss and explain how to use the appropriate Table for the appropriate situation. 6. Apply the various Tables in the *Standard* to the appropriate situation using classroom examples. 7. Explain the difference between an internal inspection and an obstruction investigation. 8. Explain the difference between an NFPA inspection report and an “observation” report. 9. Explain the difference between an emergency and a preplanned impairment. 10. Describe the steps taken to impair a system. 11. Describe the steps taken to restore a system to service. 12. Describe how to properly report various situations that are or are not within the scope of NFPA 25. 13. Explain the new state minimum Inspector Licensing requirements. 14. Describe the new ACE program ITM certification requirements, as an alternative to NICET certification.

For more information contact: Taylor M. Johnson, Executive Director, Georgia Fire Sprinkler Association, an AFSA Chapter, 1525 Broadmoor Blvd. NE, Buford, GA 30518; (678) 446-6631, [www.GeorgiaFireSprinkler.org](http://www.GeorgiaFireSprinkler.org).

### Louisiana Fire Sprinkler Association

The Louisiana Fire Sprinkler Association (LFSA) and the American Fire Sprinkler Association are offering a full day of training consisting of two seminars, on **February 7**: “Updates to the 2022 Edition of NFPA 13” and “Installation of Storage Sprinklers” presented by AFSA Vice President of Technical Services & Engineering John Denhardt, P.E., FSFPE.

There will also be a Membership Meeting along with the seminars at the Louisiana State Fire Marshal’s Office.

The Louisiana Fire Sprinkler Association is holding a Top-Golf Social on **February 6**. You are invited to come play and network at TopGolf with your LFSA Family from 5:00 to 6:30 p.m. RSVP to Ellen at: [eballard@firetechsystems.com](mailto:eballard@firetechsystems.com).

Future dates include a Monday, April 24, Social To Be Determined; a Tuesday, April 25 Seminar(s) and Membership Meeting at Louisiana State Fire Marshal’s Office; and the June 13-16, 2023, Southern Fire Sprinkler Summit at Gulf Shores, AL - The Lodge at Gulf State Park.

Visit: [www.SouthernFireSprinklerSummit.org](http://www.SouthernFireSprinklerSummit.org)

The Association golf event is set for Monday, **October 23, 2023**. This will be the 16<sup>th</sup> Annual LFSA Golf Tournament.

And on Tuesday, October 24, 2023, there will be a Seminar(s) and a Membership Meeting at Louisiana State Fire Marshal’s Office.

For more information visit: [www.lafiresprinkler.org](http://www.lafiresprinkler.org).

### Fire Sprinkler Contractors Association of Texas

The Fire Sprinkler Contractors Association of Texas is holding their 1<sup>st</sup> Quarter Chapter Luncheon in Austin on **February 21, 2023**, at 11:00 a.m.

They will be covering “Compatibility and What You Need to Know!” — one of the hottest topics in the fire sprinkler industry. Lubrizol’s National Technical Manager, John Pritchard, will discuss the do’s, don’ts, and best practices to install a CPVC fire sprinkler system. He will also be sharing jobsite and technical resources to alleviate problems, and will allot some time to discuss UL2901 and antifreeze issues. This event is free for members.

For more information visit: [www.fscatx.org](http://www.fscatx.org). □

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## Success Stories

Send SUCCESS STORIES to: [info@fpcmag.com](mailto:info@fpcmag.com)

*The following items were sent to us by Kelly Reynolds*

*Kelly P. Reynolds & Associates, Inc.*

*[www.kellyreynoldscodes.co](http://www.kellyreynoldscodes.co)*

*Goodyear, AZ; Willowbrook, IL; Amherst, MA*

### Saved: Hospital

A January 9, 2023, item on [www.ChrisD.ca](http://www.ChrisD.ca), out of Winnipeg, Canada, said four people are being treated in urgent care following a fire inside Victoria General Hospital.

The Winnipeg Regional Health Authority says the small fire started at around 10:20 a.m. on the 6<sup>th</sup> floor and was quickly put out. **The fire triggered sprinklers to go off**, resulting in some flooding and electrical issues, which have impacted a number of other floors at the hospital. *[Jeers to this bad reporting; The fire sprinkler activation likely saved lives and property.]*

The WRHA says 21 patients were safely evacuated from their rooms on the 6<sup>th</sup> floor. No patient space was impacted by the fire, and patients returned to their rooms, the health authority says. *[If there was no fire sprinkler activation this building could be gone.]*

### Saved: Apartment

An early morning fire damaged a Gardiner, Maine, apart-

ment after a **sprinkler system stopped the spread**. Gardiner Fire Chief Rick Sieberg said the **sprinkler system** in the building knocked down the small fire that started in a third-floor apartment when a burner on a stove ignited some paper materials.

This according to a January 9, 2023, article by Jessica Lowell, *Kennebec Journal*, on [www.centralmaine.com](http://www.centralmaine.com).

*[Cheers to the reporter who got it right and to the Fire Chief who told the truth: fire sprinklers did the job!]*

The article went on to say: A small fire that started in a Maine Avenue apartment was put out by the building’s **sprinkler system**.

Gardiner Fire Chief Rick Sieberg said the tenant in the third-floor apartment apparently bumped into a stove, turning on a burner that ignited some nearby paper products and caused a small fire up the wall, which **activated the sprinkler head**.

The Maine Office of State Fire Marshal is investigating the fire.

*“Having that sprinkler system is like having the fire department in your apartment 24/7,” Sieberg said. “The amount of property and lives that can be saved by that sprinkler system is enormous.”* □

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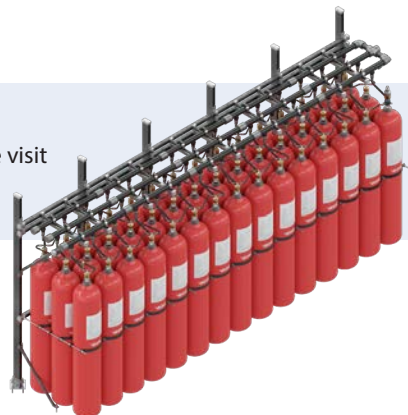
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# Trends in Construction

## ABC's Construction Backlog Indicator Flat in December at Highest Level Since Q2 2019

Associated Builders and Contractors (ABC) reported that its Construction Backlog Indicator (CBI) remained unchanged at 9.2 months in December, according to an ABC member survey conducted December 20, 2022, to January 5, 2023. The reading is one month higher than in December 2021.

Backlog remains at its highest level since the second quarter of 2019. This has been especially true in the South, which has been the case for many of the past several years.

ABC's Construction Confidence Index (CCI) reading for profit margins and sales increased in December, while the reading for staffing levels moved lower. All three readings remain above the threshold of 50, indicating expectations of growth over the next six months.

"Contractors enter the new year with plenty of optimism," said ABC Chief Economist Anirban Basu. "Backlog remains elevated, which means that, even if the economy were to enter recession this year, contractors would likely be insulated

*"While 2023 continues to be filled with promise, contractors may soon show more concern."*

from significant harm. Rather than fixate on the possibility of a recession, many contractors remain focused on growth, with expectations for rising sales and staffing levels over the next half year. Even the reading on profit margins increased this month, perhaps reflecting an improved supply chain.

"While 2023 continues to be filled with promise, contractors may soon show more concern. Anecdotal evidence suggests that financing commercial real estate projects is more difficult, due in part to recession predictions. The general increase in the cost of capital has also jeopardized many projects, with certain contractors noticing an increase in postponements."

Note: The reference months for the Construction Backlog Indicator and Construction Confidence Index data series were revised on May 12, 2020, to better reflect the survey period. CBI quantifies the previous month's work under contract based on the latest financials available, while CCI measures contractors' outlook for the next six months.

Visit [www.abc.org/economics](http://www.abc.org/economics) for the Construction Backlog Indicator and Construction Confidence Index, plus analysis of spending, employment, job openings, GDP, and the Producer Price Index.

**About ABC:** Associated Builders and Contractors (ABC) is a national construction industry trade association established in 1950 that represents more than 22,000 members.

Founded on the merit shop philosophy, ABC and its 68 chapters help members develop people, win work, and deliver that work safely, ethically, and profitably for the betterment of the communities in which ABC and its members work.

For more information visit: [www.abc.org](http://www.abc.org).

## Mergers and Acquisitions (M&A)

According to an item on [www.pwc.com](http://www.pwc.com), M&A market activity continued to exceed historical norms while retreating from the new heights of the previous year. Once the final stats are tallied, 2022 will end up as one of the strongest years....

## Fire Safety a Hot-Bed of M&A Activity

According to a *Forbes* magazine article of March 8, 2021, private equity is fueling **demand for protection, maintenance, and inspection services businesses**, a highly fragmented, recession-proof segment.

The *Forbes* article, by Marlene Givant Star with analytics by Philip Segal, said although private equity interest in fire safety has been hot for years, acquisition activity has ignited recently. Commercial fire protection is viewed as a defensive industry that's always in high demand. The need for regional coverage is driving acquisition activity around the country by private equity-backed companies.

In the fourth quarter of 2020 alone, there were nine deals announced, bringing the annual total to 20. This compares with 18 deals in 2019. Just through February of 2021, there have been seven deals announced, according to Mergermarket data.

Steady recurring revenue makes fire safety a favorite segment for financial sponsors large and small. Summit Companies has completed 41 acquisitions since it was acquired by CI Capital in September 2017. On February 5, the company, doing business as SFP Holding, announced the recent completion of six acquisitions by its subsidiaries, Summit Fire & Security and **Summit Fire Protection**. Five of the six expand Summit's presence in the South and Southwest.

On January 8, Leonard Green-owned **Pye-Barker** acquired **Nardini Fire Equipment Company**, strengthening its presence in the Midwest and adding services in five new states: Minnesota, North Dakota, South Dakota, Wisconsin, and Iowa, according to a press release. Pye-Barker has almost 70 locations spanning 19 states.

John McKernan, partner with Riverside Company, told Mergermarket that the PE firm's Indianapolis-based Certasite platform was acquiring at a breakneck pace since its creation in 2018. On January 27, Certasite added its 11<sup>th</sup> company, **Great Lakes Fire & Safety Equipment**.

HGGC principal Bill Conrad told this news service last month that its new platform, **Marmic Fire & Safety**, a Joplin, Missouri-based full-service provider of fire protection, is competing for deals with large PE platforms like Summit and Pye-Barker as well as **AI Fire**, owned by Audax. AI Fire made add-on buys in January and February and in July 2020. In January, it acquired New York-based **North Shore Fire Equipment** and in February, it acquired New England's **Legacy Fire Protection**.

# The Future of Construction

An item on [www.cranewarningsystemsatlanta.com](http://www.cranewarningsystemsatlanta.com) noted that larger projects are often running 20% over time and up to 80% over budget.

Failing to account for emerging trends in the industry with proper technological solutions will keep companies from gaining a much-needed competitive edge.

**Real-Time Visibility with Mobile Technology:** According to eSub, 80% of construction professionals are prioritizing the integration of mobile technology in their business operations. Mobile applications allow for on-site accountability, real-time inspections, and quick and efficient measurements through phone cameras. Companies that fail to incorporate mobile connectivity will hinder productivity and sales moving forward.

**Automation with Construction Management Software:** Losing minutes and hours can quickly add up to days and even weeks of delays. Waiting on approvals and additional information slows down processes considerably. Construction companies are increasingly turning to centralized software platforms that automate responses and manage workflows to deal with this problem.

The best construction management software platforms tackle end-to-end requirements, such as project management, inventory monitoring, HR, payroll procedures, document storage, budgeting, mobile team file sharing, data compilation, and RFIs.

**Improved Safety with Cutting-Edge Equipment:** Construction is one of the most dangerous industries in the United States. To help curb this problem, the industry is witnessing an increase in technological equipment that indicates, and even corrects, common safety issues.

**Market Dynamics:** 2023 could be a different year for the industry, with heightened uncertainty due to high inflation, rising interest rates, and bifurcation across various industry segments. Companies are keeping an eye on how their backlogs will play out in 2023, especially during the second half of the year. While many companies have substantial backlogs (specifically in energy-related construction and data centers), as they get through the back half of 2023, they may see the impact of a potential economic slowdown on their deliveries.

**Supply Chain:** Over the last two years, the Covid-19 pandemic, transport bottlenecks, and geopolitical uncertainties have exposed vulnerabilities in the Engineering and Construction (E&C) supply chain. These ongoing disruptions are expected to drive the E&C industry toward new business models, supported by new ecosystems that bring innovative products and services to serve the unique needs of different end markets.

**Talent pressures** and shifting talent models force industry to rethink workforce strategies.

**Future of Work:** The E&C industry remains significantly short of skilled workers, further exacerbated by a tight labor market. Even though the construction industry has a strong pipeline of projects and spending, especially the infrastructure buildouts, it's challenged to meet the demand due to a persistent shortage of workers and high turnover. With rising inflation and a tight labor market, companies may have to raise wages and expand benefits to attract and retain employees in 2023.

□

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## Recession or Not?

An item by George Glover posted January 9, 2023, on [www.markets.businessinsider.com](http://www.markets.businessinsider.com), said the latest jobs report shows that the U.S. can still dodge a recession, according to the top economist at Moody's.

"Job market slack is forming and wage pressures are abating," Mark Zandi said.

The report showed unemployment fell to 3.5% in December, while hourly earnings rose at a lower-than-expected rate.

Mark Zandi said the report, which showed average hourly earnings rising by a lower-than-expected 0.3% and the unemployment rate falling to 3.5%, suggested the economy may still be able to weather a downturn in 2023.

"The deeper I look into the bowels of last week's job market data, the more I think we can skirt a recession," he said.

December's lower-than-expected wage growth has stoked market expectations that the Federal Reserve's monetary tightening campaign is starting to cool inflation, which hit 40-year highs in mid-2022.

"Recession seems unlikely if wage growth and inflation subside without lots of layoffs," Zandi said. "Layoffs seems a necessary condition for a downturn. It's only when workers worry that they will lose their jobs that they panic, ramp up saving, and slash spending, and the economy falters."

Zandi believes that companies have favored policies other than workforce reduction to cut costs. Many have put in place short-term hiring freezes, reduced their workers' overall hours, and let go of temporary employees such as contractors and interns to try to lower their spending.

"Businesses are loath to lay off workers, outside of tech. Initial unemployment insurance claims have rarely been lower," Zandi said. "Businesses are looking past the economy's current problems, at least so far, knowing their #1 problem long into the future will be finding and retaining workers."

"Businesses are using other ways to reduce their labor costs," he added. "They are pulling back on hiring, which is back to where it was pre-pandemic. They are cutting workers' hours, which are about as low as they've been in over a decade. And they are cutting their temp help workers."

**Economists Forecast Challenging Period Ahead:** A difficult period could be coming for the world economy that will be marked by uncertainty, elevated interest rates, and other challenges, according to economists who gathered recently in New Orleans. "We live in an era of many shocks," said Kenneth Rogoff, Former Chief Economist at the International Monetary Fund.

*Source: BNN Bloomberg (1/8)*

**Nonresidential Construction:** An article by Sebastian Obando published December 21, 2022, on [www.constructiondive.com](http://www.constructiondive.com), said though nonresidential building starts fell in November, healthcare-related project activity remains strong...

Total construction starts tumbled 18% in November to a seasonally adjusted annual rate of \$926.3 billion after a brief uptick in October, according to a Dodge Construction Network report.

Nonresidential building and nonbuilding starts fell 25% and 21% respectively in November from the previous month, while residential starts dropped 5%, according to the report. Year to date, total construction starts remained 14% higher compared to the same period in 2021. Nonresidential building and nonbuilding starts jumped 36% and 16% year over year, while residential starts decreased 1%.

"Month-to-month volatility in construction activity continues to reign supreme as uncertainty mounts over the economy in 2023," said Richard Branch, Chief Economist for Dodge Construction Network. "Higher interest rates and fear of recession are first and foremost on the mind of most builders and developers, and potentially restrained starts activity."

Branch maintains a slowdown is to be expected, especially as the Federal Reserve continues to hike up interest rates. Still, he added the damage should be isolated to a few verticals and not as widespread as what the industry experienced during the period of 2007-2009.

"Next year will be a challenge, but nothing like what the sector faced during the Great Recession," said Branch.

**Nonresidential Construction Spending** grew 0.9% in November, according to an Associated Builders and Contractors (ABC) analysis of data published by the U.S. Census Bureau.

"The average nonresidential contractor starts 2023 with considerable backlog," said ABC Chief Economist Anirban Basu. "Not coincidentally, contractors also have significant confidence regarding current year prospects, according to ABC's Construction Confidence Index, which indicates expectations for growth in sales and employment with margins remaining stable."

"November's construction spending report suggests that this confidence is warranted," said Basu. "However, there are countervailing considerations. First, growth in nonresidential construction spending in November was not especially broad. Much of the growth came from the manufacturing category..."

"Second, backlog could dry up. Anecdotal evidence suggests that banks are more cautious in their lending to the commercial real estate and multi-family segments. Fears of recession this year remain pervasive in an environment characterized by high and rising interest rates. It will be interesting to see how well backlog will hold up as contractors continue to build and the economy heads toward what is likely to be a Federal Reserve-induced recession."

**Construction Materials Prices:** Construction input prices declined 0.9% in November compared to the previous month, according to an Associated Builders and Contractors (ABC) analysis of U.S. Bureau of Labor Statistics Producer Price Index data. Nonresidential construction input prices fell 0.8% for the month.



**Construction input prices are up 11.9% from a year ago,** while nonresidential construction input prices are 11.5% higher. Input prices were up in only four of the 11 subcategories on a monthly basis.

“The decline in wholesale prices for many construction inputs is generally positive news,” said ABC Chief Economist Anirban Basu. “Increasingly, we are receiving news that construction input inflation has peaked as supply chains continue to normalize despite a range of geopolitical stressors. In November, much of the relief emerged from lower energy prices.

“As always, there is more to this report than meets the eye. Prices for various economic services grew faster than expected, a reflection of a still very strong labor market associated with substantial compensation growth. Therefore, while supply chains may be improving, helping to moderate the price of physical inputs, contractors will continue to face elevated and rising human capital costs. This may explain why just as many contractors expect profit margins to decline over the next six months as expect them to expand.”

**2023 A Big Year For Construction In Las Vegas:** Las Vegas is in for another big year of construction with \$3.2 billion in projects scheduled to open in 2023, according to the Las Vegas Convention and Visitors Authority’s tourism construction bulletin. The new work will bring 581,000 sq. ft. of additional convention space and 4,758 hotel rooms, improving on figures for 2022, and will prominently include the \$2.2 billion MSG Sphere at The Venetian.

Source: Las Vegas Review-Journal (12/31)

**Slowdown In Building Permits Worsens Construction Starts:** Data from the Census Bureau and the Department of Housing and Urban Development indicates housing starts have fallen significantly in four of the past five months. Additionally, an alternative dataset on issuance of building permits shows they dwindled throughout 2022.

Source: Daily Commercial News (12/30)

**Gross Domestic Product:** The U.S. Bureau of Economic Analysis (BEA) said: Real gross domestic product (GDP) increased at an annual rate of 3.2% in the third quarter of 2022, in contrast to a decrease of 0.6% in the second quarter. The increase in the third quarter primarily reflected increases in exports and consumer spending that were partly offset by a decrease in housing investment.

**Profits** decreased less than 0.1% in the third quarter after increasing 4.6% in the second quarter.

Private services-producing industries increased 4.9%, government increased 0.6%, and private goods-producing industries decreased 1.3%. Overall, 16 of 22 industry groups contributed to the third-quarter increase in real GDP.

**Consumer Price Index** up 7.1% over the year ended November 2022: The Consumer Price Index for All Urban Consumers rose 0.1% in November 2022, seasonally adjusted, after increasing 0.4% in October. Over the past 12 months, the all-items index increased 7.1%, not seasonally adjusted; this was the smallest 12-month increase since December 2021.



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# Apprenticeship Training

## AFSA Launches New Apprenticeship Training

By Victoria Valentine, P.E., FSFPE

**Y**ou may have heard the rumblings of new training for sprinkler fitter apprentices from the American Fire Sprinkler Association (AFSA) over the last year. Well, the time has come to unveil the first stage of the apprenticeship training packages. To begin, there will be three different opportunities to select the training that best fits the needs of your office and apprentice(s). They are curriculum, virtual instruction program (VIP), and program support. Each of these can support the apprentices' education across the four years of their apprenticeship.

### Curriculum

The first training option is the curriculum. This is the option AFSA has offered for many years, so you may have already participated in this one. When a contractor purchases the course curriculum, their apprentice receives the *Sprinkler Fitting* book(s) that correspond to the desired level and are provided assessments in the form of online exams. These texts are produced through a partnership between AFSA and the National Center for Construction Education and Research (NCCER).

The exciting piece for this opportunity is that the textbooks have just been updated. The *Sprinkler Fitting* books are now in their fourth edition and will be available from AFSA in 2023. This version correlates with NFPA 13, *Standard for the Installation of Sprinkler Systems*, 2019 edition. Supporting instruction for the education of apprentices remains with the employer as this option only includes the curriculum.

It also includes updated assessments via an improved platform. For Level 1 and Level 2, there will be one exam per module. For Levels 3 and 4, the number of assessments will be reduced from those corresponding to the third edition of the textbooks; for subjects that warrant it, there may be more than one exam per module. In addition, the testing will be virtually proctored, which adds strength to the quality of the education program.

The updates to this tried-and-true method are right around the corner. Levels 1, 2, and 3 became available in January 2023. Level 4 will be available in the second quarter of 2023. Each level will cost \$495 per apprentice for members. Records are maintained by AFSA showing completion of levels.

### Virtual Instruction Program (VIP)

New for AFSA is this training option offering a virtual instruction program (VIP) for the apprentice curriculum. The

*Sprinkler Fitting* curriculum discussed above is the same updated subject matter, but it will be taught by AFSA.

Each level provides 10 months of education to accompany the On-The-Job Learning (OJL) conducted by the employer. The education includes the newly updated *Sprinkler Fitting* textbooks, two live sessions each month, performance tasks to reinforce the modules, self-study components, and assessments.

The live lessons are instructed by AFSA staff and subject matter experts (SMEs). The sessions will run for two hours and include time for discussion. In order to accommodate multiple time

zones, lessons will be delivered twice on each scheduled day. For the first class being launched this winter, times will be 11:00 a.m. to 1:00 p.m. and 5:00 p.m. to 7:00 p.m. Eastern Time on Wednesdays. A calendar will be provided with registration that contains specific dates. Participants are required to attend the live sessions.

Performance tasks are the execution of items that correspond to the lesson. This reinforcement increases the learning and retention of participants. The tasks are performed by the apprentice and verified by the supervisor (employer) who is designated during registration for VIP. These tasks must be finished in order to complete the level.

During the self-study portion, the apprentice is expected to read the accompanying sections that support the lesson and review any add-on resources, such as videos or articles, that have been provided. The text provides questions with each module to help guide the apprentice and ensure key concepts are absorbed, too.

Level 1 registration is now open for the inaugural VIP, which begins with a launch on February 1, 2023. The tuition for each apprentice is \$2,000/level. There is also an enrollment fee to administratively prepare the virtual spot and onboard each apprentice.

Additional levels and sessions are being planned. Check the website for updates as these develop over the next months.

### Program Support

This option will only be available to those with apprentices enrolled in AFSA's VIP. At this level, AFSA will aid in supporting your Department of Labor (DOL) program(s) using the AFSA National Guideline Standards (NGS).

The NGS is pending official DOL approval at the time this

*“Performance tasks are the execution of items that correspond to the lesson. This reinforcement increases the learning and retention of participants.”*

article was written. This will allow contractors seeking their own DOL apprenticeship program to have a DOL-recognized base to use. A few inputs, such as contact information and wages, and the submittal should be fast-tracked. If you have wanted your own program but didn't know where to start, this will be a perfect opportunity.

Administrative support is also the key to this option. AFSA will administer a portal to log On-the-Job Learning (OJL) hours for the apprentices and maintain records. This can relieve your staff to focus more on the projects at hand. Other administrative features are being explored. Packages will launch later in 2023 for this option.

In most jurisdictions, apprenticeships take 8,000 hours of work, approximately 600 hours of education, and four years to complete. However, there are some areas that require an additional year with an additional 2,000 hours of work and accompanying education. Have no fear if this is your situation. AFSA has additional training materials that can be used to support the education portion in that year. Planning for this phase has not yet begun, but updating existing materials and supporting this demand is on the horizon.

## Recap

Table 1 summarizes the offerings of AFSA's apprenticeship training package. There is an option to fit everyone's needs. This training is open to all apprentices. If you have new staff that you would like to train but do not use a DOL program, this education program is still for you. Additional details for all of the options can be found on the AFSA website.

	Curriculum	Virtual Instruction	Program Support
4 <sup>th</sup> Edition Sprinkler Fitter Books	X	X	X
Proctored Assessments	X	X	X
Live Lesson Instruction		X	X
Industry Expert Access		X	X
Performance Task Monitoring		X	X
Administrative support of program			X
Member Cost	\$495/level	\$2000/level +enrollment fee	TBD

*“There is an option to fit everyone’s needs. This training is open to all apprentices.”*

Education is the heart of the AFSA mission. Educating your team increases performance in your business and often improves employee motivation. For more details about the AFSA's new apprentice training packages and to register visit: [www.firesprinkler.org/sprinkler-apprentice-training](http://www.firesprinkler.org/sprinkler-apprentice-training).

### About The Author:

Victoria B. Valentine, P.E., FS-FPE, is the Director of Engineering & Technical services for the American Fire Sprinkler Association (AFSA). She holds a B.S. in Civil Engineering and an M.S. in Fire Protection Engineering, both from Worcester Polytechnic Institute (WPI), and is a licensed Professional Engineer (P.E.).



Throughout her professional career, Valentine has written many publications and presented on fire protection systems for many audiences. She is actively involved with many organizations, including the American Society of Civil Engineers (ASCE), the International Code Council (ICC), the NFSA, and the National Fire Protection Association (NFPA), among others. Over the years, she participated at the chapter, national, and international levels within the fire protection industry. Valentine has also served in leadership roles, such as a Director on the SFPE Board of Directors from 2015 to 2016, President of the SFPE New York Metropolitan Chapter (2014-2015), and continues as a Trustee for the SFPE New Jersey New York Metropolitan Education Foundation (2016 to present). Valentine is a Fellow of the Society of Fire Protection Engineers (SFPE).

For more information visit: [www.firesprinkler.org/sprinkler-apprentice-training](http://www.firesprinkler.org/sprinkler-apprentice-training).

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**NEW LISTINGS & APPROVALS:** Concerning products used in the industry.

**SPRINKLER INDUSTRY DIRECTORY:** Take advantage of free products/services listings.

**FEATURE ARTICLES:** Send an article with photos of an installation, a company profile, or a technical report.



# Seminars & Events

## Backflow Conf.

**February 2, 2023 — Louisville, KY**

The Annual Kentucky Cross Connection Control and Backflow Conference will be held February 2, 2023, at the Marriott Louisville East, 1903 Embassy Sq. Blvd., Louisville, Kentucky; 800-228-9290.

For more information, and to find more on Backflow Approved Certification Training for Michigan, Indiana, Kentucky, and Ohio visit: [www.backflowin.com](http://www.backflowin.com).

Ohio DOC Re-Certification, **February 14, 2023**, (32 hours) Ohio Backflow Tester Certification Course, \$795 (Cincinnati); Indiana/Kentucky Certification, **March 6, 2023**, (40 hours) Indiana Backflow Tester Certification Course, \$995 (Indianapolis IN); **March 6, 2023**, (40 hours) Indiana and Kentucky Backflow Tester Certification Course, \$1,125 (includes Membership KAMC) (Indianapolis IN); Kentucky Re-Certification, **April 14, 2023**, (8 hours) Kentucky/Indiana Backflow Tester Re-Certification Course, \$275 (Frankfort KY) (includes Membership KAMC); Indiana/Kentucky Certification, **May 1, 2023**, (40 hours) Indiana Backflow Tester Certification Course, \$1,225 (Evansville, IN); **May 1, 2023**, (40 hours) Indiana and Kentucky Backflow Tester Certification Course, \$1,325 (Evansville, IN) (includes Membership KAMC).

ASSE Michigan/Indiana Kentucky Certification, **May 5, 2023**, (40 hours) Indiana Only Backflow Tester Certification Course, \$1,225 (Mishawaka, IN); **May 15, 2023**, (40 hours) Indiana and Kentucky Backflow Tester Certification Course, \$1,325 (Mishawaka, IN) (includes Membership KAMC); **May 15, 2023**, (40 hours) ASSE Michigan/Indiana Backflow Tester Certification Course, \$1,625 (Mishawaka IN); **May 15, 2023**, (40 hours) ASSE Michigan/Indiana and Kentucky Backflow Tester Certification Course, \$1,725 (Mishawaka IN) (includes Membership KAMC).

For more information contact: Test Gauge Inc., 5644 S. Meridian Street, Ste. E, Indianapolis, IN 46217; (317) 786-8990, [in-franchise@testgauge.net](mailto:in-franchise@testgauge.net).

## CEU Class, ECS

### Corrosion and TBD

**March 18, 2023 — Livermore, CA**

The Greater Bay Area (GBA) Chapter of the American Fire Sprinkler Association (AFSA) is holding a CEU Class on ECS Corrosion and more to be determined on March 18, 2023, from 8:00 a.m. to 5:00 p.m.

This event will be held at the offices of ABC NorCal, 4577 Las Positas Road, Livermore, California.

The cost for GBA Chapter Members is \$80 (for employees of GBA Member companies.) The cost for Non-Members is \$120. The cost for Sac Valley Chapter Members is \$85.

For more information visit: [www.afsa-gba.org](http://www.afsa-gba.org), [GreaterBayAreaChapter@gmail.com](mailto:GreaterBayAreaChapter@gmail.com).

## 28<sup>th</sup> Buddy Dewar Golf/Skeet Classic

**March 27, 2023**

**Howey-in-the-Hills, FL**

The 28<sup>th</sup> Annual Buddy Dewar Golf and Skeet Classic will be held Monday, March 27, 2023, at the Mission Inn Resort & Club, 10400 County Road 48, Howey-in-the-Hills, Florida.

This event includes a 7:00 a.m. registration start time, a 9:00 a.m. event start time, and a 3:00 p.m. lunch start time that includes the program and raffle.

For more event details and information about registration and sponsorship visit: <https://community.nfsa.org/floridafiresprinklerassociation/home>.

For more information contact: Lorrell Bush, (954) 275-8487, [bush@nfsa.org](mailto:bush@nfsa.org).

## Tony Bice Memorial Golf Tournament

**May 1, 2023 — Birmingham, AL**

The Alabama Fire Sprinkler Association will hold the 2023 Tony Bice Memorial Golf Tournament on May 1, 2023. Proceeds from this tournament benefit the Children's of Alabama & Camp Conquest, the UAB Hospital Burn Center,

and the University of South Alabama Health University Hospital Regional Burn Center.

This year's event will be held at Hoover Country Club, Birmingham, Alabama.

More information will be available soon.

For more information contact: Tony Bice Memorial, P O Box 59401, Birmingham, AL 59401; <http://www.alfiresprinkler.org>.

## GBA Bowling Tournament

**June 16, 2023 — Dublin, CA**

The Greater Bay Area Chapter of the American Fire Sprinkler Association is holding their Bowling Tournament on June 16, 2023.

This event will be held at the Earl Anthony Dublin Bowl, 6750 Regional Street, in Dublin, California, from 11:00 a.m. to 1:00 p.m.

Sponsorships are now open for this event at their Sponsorship Store.

For more information visit: [www.afsa-gba.org/Sponsorship](http://www.afsa-gba.org/Sponsorship).

## GBA Charity Golf Tournament

**October 20, 2023 — Pleasanton, CA**

The Greater Bay Area Chapter of the American Fire Sprinkler Association is holding their Charity Golf Tournament on October 20, 2023.

This event will be held at the Callippe Preserve, 8500 Clubhouse Drive in Pleasanton, California, with a shotgun start at 8:00 a.m.

Sponsorships are now open for this event at their Sponsorship Store.

For more information visit: [www.afsa-gba.org/Sponsorship](http://www.afsa-gba.org/Sponsorship). □

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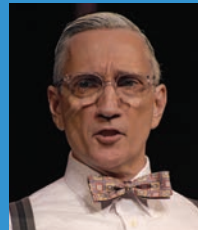
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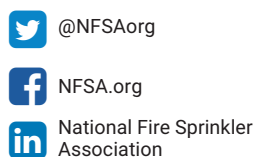


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**BETTER PROTECTION** (the “Company”), a commercial fire protection provider servicing fire detection, alarm, and suppression systems, announced its launch as a new company formed by the combination of Chicago-based **Assurant Fire Protection, Complete Fire Pump Service, and Xtreme Fire Protection**. Combining these three companies establishes Better Protection as a leading fire and life safety business in the Chicagoland area with a full range of installation, inspection, and maintenance capabilities. Better Protection will leverage the combined scale, resources, and technology of the three businesses to grow into the convenient single source of service for our clients.

In connection with today’s announcement, Abry Partners, a Boston-based private equity firm, announced it has completed a strategic growth investment in Better Protection. Abry is partnering with management to support the Company’s organic growth initiatives, and to execute its targeted acquisition strategy.

Matt Palas founded Assurant Fire Protection (AFP) in 2017, and acquired Complete Fire Pump Services (CFPS) in 2020. Matt will continue to be a part of the management team of Better Protection. Xtreme Fire Protection was started in 2008 by Jim O’Malley, who will continue to be a part of the Better Protection management team.

Palas, President of AFP and CFPS, said, “This strategic alliance allows us to increase opportunities for our employees and forms a partnership with a private equity firm that embraces our core values and culture. I commend our employees for their devotion to great teamwork and for delivering a premium service to our customers. This is the perfect time to utilize the additional resources and significant synergies of the combined platform. I am confident that, with our executive team and the support of Abry Partners, we are building an elite organization for high quality partners and team members for years to come.”

O’Malley, President of Xtreme Fire Protection, said, “With the brilliant help from my wife, Mandy, and the hard work from my son, John, I was able to build Xtreme Fire Protection into the successful company it has become today. All of us at Xtreme Fire Protection are extremely excited about joining the Better Protection team. We feel that by merging with strategic companies in the fire protection industry we will be able to service our wonderful customers even better and have the ability to scale faster into other geographic areas of the country.”

Better Protection will be led by Chief Executive Officer, Don Mershon. Don has over 30 years of fire protection and life safety industry experience. He previously founded, owned, and operated Nexus Engineering. Nexus was highly successful and grew robustly over 27 years before merging with other companies to help form Jensen Hughes, the world’s largest fire protection engineering company.

Mershon, CEO of Better Protection, commented, “We are excited to bring together three terrific companies that are complementary in so many ways. The exciting part about this is that our clients now have a single point of service for all of their fire protection and life safety needs. Our employees have more opportunities to grow, cross-train, and further develop their careers and professional acumen. Our highly driven management team is already supporting accelerated growth and enhancing customer relationships. I am confident that as we build this platform, each company will continue to thrive, grow, and build upon its stellar reputation as a leader in the fire protection market. Partnering with Abry Partners makes the deal even better because Abry is a premier private equity firm that has closed over \$90 billion in transactions and has successfully grown strategic industry leading companies.”

For more information visit: [www.btrprotection.com](http://www.btrprotection.com).

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shines in the “construction of the glove.” Gloves are tested and measured against the following criteria: longer wear life, maximum dexterity, defined flex points, plus a wide range of protective features. Application-specific glove construction is critical. Brass Knuckle leads in understanding fibers, coatings, special features, and other material construction attributes that blend protection and value.

Brass Knuckle offers three signature, application-specific glove lines, with multiple gradient options within each line. SmartCut™ gloves are cut-resistant from ANSI cut 2 through 5 and from 12 through 18 gauge. The cut lineup includes the company’s SmartShell™ glove, a favorite for impact protection. SmartSkin™ gloves keep hands dry from nasty and sometimes dangerous liquid hazards without compromising comfort. SmartFlex™ are superior general-purpose gloves with construction that delivers unparalleled comfort. CleanHand® disposable gloves are also available.

For more information visit: [www.brassknuckleprotection.com](http://www.brassknuckleprotection.com).

**RIDGID®**, a part of Emerson’s professional tools portfolio, is celebrating a major milestone this year: 100 years of designing and building innovative tools trusted on jobsites around the world and handed down from generation to generation. To commemorate the occasion, RIDGID will spend 2023 celebrating the trades, their impact on our world, and the brand’s legacy.

“A lot has changed over the past century, but one thing that has remained constant is the dedication of the skilled trades to build a stronger tomorrow. RIDGID is honored to be by their side every step of the way,” said Heather McLin, Vice-President of Marketing, Professional Tools, for Emerson. “From our iconic pipe wrench that started it all to our newest tool solutions, every product we make is designed to help trade professionals get jobs done easier and more efficiently. That’s a legacy that will never change.”

**Where It All Started – The RIDGID Wrench:** In 1923, the Ridge Tool Company invented the modern straight pipe wrench, introducing it to the world under their brand RIDGID. Since then, every step forward has been with the tradesperson in mind. Today, RIDGID’s pipe wrench design is the best-selling pipe wrench in the world and many of the wrenches that were sold back in the 1920s and 30s are still in use today.

The RIDGID commitment to quality has never wavered, RIDGID’s signature red heavy-duty straight pipe wrench bodies are still cast at its ductile iron factory in Erie, Pennsylvania,

assembled at its headquarters in Elyria, Ohio, and then shipped from its distribution facility in Cambridge, Ohio.

Along with these locations, RIDGID has grown over the past century with global facilities that help keep up with demand from around the world. The company’s product line has also grown. RIDGID launched power threading solutions in 1948, drain cleaning equipment in 1967, press tools in 1999, and, most recently, pipe patching last year as it continues its proud tradition of innovation.

Now, more than 100 patents and 100 years later, RIDGID continues to deliver purpose-built tools that are known around the world for their ability to complete jobs more quickly and reliably. They currently offer more than 300 tools.

“Our first hundred years is just the beginning,” said Becky Brotherton, Director of Engagement Marketing, RIDGID for Emerson. “From day one, RIDGID has had a dedicated team that strives for best in quality, product innovations, technical support, and customer service. We are committed to the professionals using our tools as well as the future of the trades. There’s a reason why RIDGID has been trusted by the trades for 100 years and why they will be for the next 100 years too.”

**Built for What’s Next™:** The company recently introduced a pipe patching kit, a new product category for the brand, and are also set to introduce additional new tools this year. Each reflect the forward thinking of the brand and their commitment to meeting the needs of current and future customers.

For more information visit: [www.emerson.com/professionaltools](http://www.emerson.com/professionaltools).



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## February 2, 2023

**KENTUCKY BACKFLOW CONFERENCE**  
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[www.backflowin.com](http://www.backflowin.com)

## March 8-11, 2023

**SUBEXCEL 2023**  
Fort Worth, TX  
[www.asaonline.com](http://www.asaonline.com)

## March 9, 2023\*

**SAC-VALLEY FIRE  
SPRINKLER TRADE SHOW**  
Thunder Valley Casino, Lincoln, CA  
[www.sacvalleyafsa.org](http://www.sacvalleyafsa.org)

## March 13-16, 2023

**THE ASSOCIATED  
GENERAL CONTRACTORS  
OF AMERICA CONVENTION**  
Las Vegas, NV  
[www.conexpoconagg.com](http://www.conexpoconagg.com)

## March 15-17, 2023

**ASSOCIATED BUILDERS AND  
CONTRACTORS CONVENTION**  
Kissimmee, FL  
[www.abconvention.abc.org](http://www.abconvention.abc.org)

## March 18, 2023

**CEU CLASS, ECS CORROSION PLUS T**  
Livermore, CA  
AFSA - Greater Bay Area Chapter  
[www.afsa-gba.org](http://www.afsa-gba.org)

## March 19-21, 2023

**CONSTRUCTION MANAGEMENT  
ASSOCIATION OF AMERICA  
ANNUAL CONFERENCE**  
San Antonio, TX  
[www.cmaanet.org/conferences](http://www.cmaanet.org/conferences)

## March 27, 2023

**28<sup>TH</sup> BUDDY DEWAR GOLF AND  
SKEET SHOOT CLASSIC**  
Howey-in-the-Hills, FL  
Lorrell Bush, (954) 275-8487  
[bush@nfsa.org](mailto:bush@nfsa.org)

## March 29-30, 2023

**SFPE EUROPEAN CON. & EXPO**  
Berlin, Germany  
*Pre-Conference Seminars March 27*  
Society of Fire Protection Engineers  
(301) 718-2910  
[www.sfpe.org/europe23](http://www.sfpe.org/europe23)

## May 1, 2023

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Alabama Fire Sprinkler Association  
Kelly Seewald, (205) 587-7246  
[tbgmtooffice@gmail.com](mailto:tbgmtooffice@gmail.com)  
[www.tbmg.org](http://www.tbmg.org)

## May 2-5, 2023\*

**NFSA'S ANNUAL SEMINAR  
AND NORTH AMERICAN  
FIRE SPRINKLER EXPO**  
JW Marriott, Austin, TX  
[www.nfsa.org](http://www.nfsa.org)

## May 11-12, 2023

**GROUNDBREAKING WOMEN IN  
CONSTRUCTION CONFERENCE**  
San Francisco, CA  
[www.enr.com/groundbreaking-women-in-construction/call-for-speakers](http://www.enr.com/groundbreaking-women-in-construction/call-for-speakers)

## May 16-18, 2023

**FIREX INTERNATIONAL**  
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<https://join.firex.co.uk>

## May 31-June 1, 2023

**FIRE SPRINKLER INTERNATIONAL**  
Amsterdam  
[www.firesprinklerinternational.com](http://www.firesprinklerinternational.com)

## June 1-4, 2023

**12<sup>TH</sup> ANNUAL SKINS AND FINS**  
South Shore Harbour Resort  
League City, TX  
<https://fscatx.org>

## June 5-7, 2023

**ENR FUTURETECH**  
San Francisco, CA  
[www.enr.com/future-tech](http://www.enr.com/future-tech)

## June 7-10, 2023

**AMERICAN INSTITUTE OF ARCHITECTS  
NATIONAL CONFERENCE**  
San Francisco, CA  
[www.conferenceonarchitecture.com](http://www.conferenceonarchitecture.com)

## June 13-16, 2023\*

**SOUTHERN FIRE SPRINKLER SUMMIT**  
The Lodge at Gulf State Park, a Hilton  
Hotel, Gulf Shores, AL  
[www.southernfiresprinklersummit.org](http://www.southernfiresprinklersummit.org)

## June 16, 2023

**GBA BOWLING TOURNAMENT**  
Dublin, CA  
AFSA - Greater Bay Area Chapter  
[www.afsa-gba.org](http://www.afsa-gba.org)

## June 19-23, 2023\*

**NFPA CONFERENCE & EXPO**  
Mandalay Bay, Las Vegas, NV  
[www.nfpa.org](http://www.nfpa.org)

## June 25-27, 2023

**CASA ANNUAL MEETING**  
Ottawa, ON, Canada  
[www.casa-firesprinkler.org](http://www.casa-firesprinkler.org)

## September 5-9, 2023\*

**AFSA42: CONVENTION,  
EXHIBITION, AND  
APPRENTICE COMPETITION**  
Orlando, FL  
[www.firesprinkler.org](http://www.firesprinkler.org)

## October 8-10, 2023

**SFPE ANNUAL MEETING**  
Bethesda, MD  
[www.sfpe.org](http://www.sfpe.org)

## October 8-14, 2023

**FIRE PREVENTION WEEK**  
*Plan to Promote Fire Sprinklers*

## October 20, 2023

**GBA CHARITY GOLF TOURNAMENT**  
Callippe Preserve, Pleasanton, CA  
AFSA - Greater Bay Area Chapter  
[www.afsa-gba.org](http://www.afsa-gba.org)

## November 1-3, 2023

**DESIGN-BUILD CONFERENCE & EXPO**  
National Harbor, MD  
[www.dbia.org/design-build-conference-expo/](http://www.dbia.org/design-build-conference-expo/)

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**Other Dates by Organization**

*Most groups have many more dates...  
Check for current Dates and Courses online.*

**ACADEMY OF FIRE SPRINKLER TECH.**  
www.sprinkleracademy.com  
*Check for Dates and Courses including: Performing Manual Hydraulic Calcs; Class Bundle: Basic Manual Calcs and Simple Loops and Grids; Manual Calcs of Simple Loops and Grids.*

**AMERICAN FIRE SPRINKLER ASSN.**  
www.firesprinkler.org  
*Check for current Dates and Courses online.*

**AMER. SUBCONTRACTORS ASSOC.**  
www.asaonline.com

**CANADIAN AUTOMATIC SPRINKLER ASSOCIATION**  
www.casa-firesprinkler.org

**FIRE SMARTS**  
www.firesmarts.com  
*Check for current Dates and Courses online.*

**FIRE TECH PRODUCTIONS**  
www.firetech.com  
*Check for current Dates and Courses online.*  
**Feb. 28 - Mar. 2:** Fire Pump Maintenance Master Class Workshop – Atlanta, GA  
**Feb. 21-23:** Inspection & Testing of Fire Pumps Workshop – Indianapolis, IN

**FLORIDA FIRE SPRINKLER ASSOC.**  
www.ffsa.nfsa.org  
**Feb. 13:** F.S. System Plan Review, Ocala, FL  
**Feb. 14:** F.S. System Plan Review, Tavares, FL  
**Feb. 16:** F.S.S. Plan Review, W. Palm Beach, FL  
**Feb. 21:** Inspection & Test., W. Palm Beach, FL  
**Apr. 17:** Inspection & Test., Tampa, FL  
**Jun. 13:** Inspection & Test., Ft. Walton Beach, FL

**NATIONAL FIRE PROTECTION ASSOC.**  
www.nfpa.org  
*NFPA 13, Standard for Installation of Sprinkler Systems (2019) Live Virtual Training*

**NATIONAL FIRE SPRINKLER ASSN.**  
www.nfsa.org

**TEST GAUGE INC.,**  
in-franchise@testgauge.net.  
**Feb. 13,** Ohio DOC Re-Certification  
**Feb. 14,** Ohio Backflow Tester Cert. (Cincinnati)  
**Mar. 6,** Indiana Backflow Tester Cert.  
**Mar. 6,** IN/KY Backflow Tester Cert.  
**Apr. 14,** Kentucky Re-Cert. (Frankfort KY)  
**May 1,** IN Backflow Tester Cert. (Evansville)  
**May 1,** Backflow Tester Cert. (Evansville)  
**May 15,** IN Only Backflow Tester Cert.  
**May 15,** IN & KY Backflow Tester Cert.  
**May 15,** ASSE Mich./IN Backflow Tester Cert.  
**May 15,** ASSE Mich./IN KY Back. Tester Cert.

**Future Meeting Dates 2024+**

**AFSA,** www.firesprinkler.org  
September 17-21, **2024**, Denver, CO  
October 14-19, **2025**, Washington, D.C.  
September 25-29, **2026**, San Antonio, TX

**CASA,** www.casa-firesprinkler.org  
June 2-4, **2024**, Delta St. John's, NFLD

**NFSA,** www.nfsa.org  
May 7-10, **2024**, Wailea, Maui, HI

**SFPE,** www.sfpe.org  
October 6-8, **2024**, Louisville, KY  
October 20-24, **2025**, Vancouver, BC

*Also Visit:*

**Academy of FS Technology:**  
www.sprinkleracademy.com  
**American Fire Sprinkler Association**  
www.firesprinkler.org  
**American Subcontractor Assoc.**  
www.asaonline.com  
**BlazeMaster®:**  
www.blazemastertraining.com  
**FMI:**  
www.fmicorp.com/consulting/training  
**Fire Tech Productions:**  
www.firetech.com  
**National Fire Protection Association:**  
www.nfpa.org  
**National Fire Sprinkler Association:**  
www.nfsa.org  
**Oklahoma State University:**  
www.ce.ceat.okstate.edu  
**Seneca College:**  
www.senecacollege.ca

*\*FPC plans to attend.*

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*The Message*



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# People

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**Steve Goyette, CFPS, CET**, Executive Vice President of Business Development at Telgian Engineering & Consulting, LLC (TEC), was recently appointed to the ConnexFM Retail Council. The Council serves to facilitate communication between the ConnexFM facility manager community and the ConnexFM Supplier Relations Committee.

The ConnexFM Retail Council is led by a team of four facility managers and four industry suppliers. In addition to Goyette, the team includes industry suppliers Rick Lee (Brinco), Dave Emmons (Authority HVAC), and Mike McCalister (CBRE). It also includes facility managers Co-Chair Kirk Beaudoin (Adidas), Amber Belus (Ted Baker), Johanna Farfan (Swarovski), and Marilyn Morse (Lowe's).

"I am honored to serve on the ConnexFM Retail Council," says Goyette. "I look forward to supporting ConnexFM and its essential mission, which is to serve facilities management professionals and to lead the industry by providing resources, solutions, and networking opportunities."

Goyette is a Certified Fire Protection Specialist (CFPS) and is Level III NICET Certified in Automatic Sprinkler System Layout, with over 35 years of experience. This comprehensive knowledge and experience provide a unique perspective for the Council.

In addition, Goyette also plays an active leadership role within several important fire and life safety organizations. He is a member of the NFPA 915 Technical

Committee on Remote Inspections and the NFPA 232 Technical Committee on the Standard for Protection of Records, as well as a member of the Society of Fire Protection Engineers (SFPE) San Diego Chapter.

For more information visit: [www.telgian.com](http://www.telgian.com).

**Clifton Truman Daniel** will be a Keynote Speaker at the North American Fire Sprinkler Expo & NFSA Annual Seminar, May 2-5, 2023, at the JW Marriott in Austin, Texas.

Daniel is the oldest grandson of President Harry S. Truman and his wife, Bess. He is the son of author Margaret Truman and former *New York Times* Managing Editor E. Clifton Daniel, Jr.

Daniel is Honorary Chairman of the Board of the Truman Library Institute and Board Secretary of the Harry S. Truman Scholarship Foundation. He is the author of *Growing Up with My Grandfather: Memories of Harry S. Truman* and *Dear Harry, Love Bess: Bess Truman's Letters to Harry Truman, 1919-1943*.

In addition to portraying his famous grandfather on stage, Daniel gives a series of lectures on various aspects of the Truman presidency and U.S. and White House history.

For more information visit: [www.nfsa.org](http://www.nfsa.org).

**Gene Marks** will be a Keynote Speaker at the North American Fire Sprinkler Expo & NFSA Annual Seminar, May 2-5, 2023, at the JW Marriott in Austin, Texas.

Marks is the owner of the Marks Group PC. He is a past columnist for both *The New York Times* and *The Washington Post*. He now writes regularly for *The Hill*, *The Philadelphia Inquirer*, *Forbes*, *Inc. Magazine*, *Entrepreneur Magazine*, and *The Guardian*.

Marks has written five books on business management, specifically geared towards small- and medium-sized companies. His most recent is *In God We Trust, Everyone Else Pays Cash*.

Nationally, Marks appears regularly

on MSNBC and Fox News as well as The John Batchelor Show and SiriusXM's Wharton Business Channel, where he talks about the financial, economic, and technology issues that affect business leaders today.

Through his keynotes and breakout sessions, Marks helps business owners, executives, and managers understand the political, economic, and technological trends that will affect their companies and — most importantly — the actions they can take to continue to grow and profit.

Marks owns and operates the Marks Group PC, a highly successful 10-person firm that provides technology and consulting services to small- and medium-sized businesses. Prior to starting the Marks Group PC, he, as a Certified Public Accountant, spent nine years in the entrepreneurial services arm of the international consulting firm KPMG in Philadelphia where he was a Senior Manager.

For more information visit: [www.nfsa.org](http://www.nfsa.org).

**Brian O'Connor, P.E.**, Technical Services Engineer with the National Fire Protection Association, will be a speaker at the North American Fire Sprinkler Expo & NFSA Annual Seminar, May 2-5, 2023, at the JW Marriott in Austin, Texas.

O'Connor P.E., Engineer, NFPA, is a Past President for the New England Chapter of the Society of Fire Protection Engineers. He is a professional engineer registered in the states of Texas and Massachusetts. He earned his Bachelor's degree in Mechanical Engineering from Rowan University and a Master's degree in Fire Protection Engineering from the University of Maryland. At NFPA, he focuses on topics such as aviation, portable extinguishers, water-based fire protection, energy storage systems, and health care facilities.

For more information visit: [www.nfsa.org](http://www.nfsa.org).

**Cary Webber**, Director of Technical Services with Reliable, will be a speaker at the North American Fire Sprinkler Expo & NFSA Annual Seminar, May 2-5, 2023, at the JW Marriott in Austin, Texas.

Webber has 43 years' experience in the fire protection industry, having held positions as designer, estimator, project manager, service manager, and inspec-

tions manager. Cary joined Reliable in 2012 as a Technical Services Manager for the West Coast region and was promoted to Director of Technical Services in 2017. He holds a Bachelor of Arts degree in Business Administration from the University of Washington and an Associate in Applied Science degree in Mechanical Engineering Technology from Spokane Community College. He has been NICET certified as a Level IV Senior Engineering Technician (SET) in automatic sprinkler system layout and is an NFPA Certified Fire Protection Specialist (CFPS). Webber currently sits on the NFSA Engineering and Standards, NFPA 13, NFPA 15, and NFPA 25 committees.

For more information visit: [www.nfsa.org](http://www.nfsa.org).

**Cecil Bilbo** is President of the Academy of Fire Sprinkler Technology in Champaign, Illinois.

Bilbo will be a speaker at the North American Fire Sprinkler Expo & NFSA Annual Seminar, May 2-5, 2023, at the JW Marriott in Austin, Texas.

He started his career in the field, installing sprinkler pipe, in 1986. In August of 2009, he created the first-degree program specifically for the fire sprinkler industry.

Bilbo is an author and contributor to the *Handbooks* for NFPA 3, 4, and 13. He is a member of the NFPA 3, 4, 13, 14, 25, 72, and 88A Committees. As the father of three grown children, he appreciates how hard it can be to learn new things. That is why he teaches!

You can reach him by e-mail at: [cecil@sprinkleracademy.com](mailto:cecil@sprinkleracademy.com).

For more information visit: [www.nfsa.org](http://www.nfsa.org).

**Chris Logan, CFPS, RSE**, will also be a speaker at NFSA in Austin, Texas.

Logan was born into the industry as a 3<sup>rd</sup> generation sprinkler fitter. He started in the field and moved into the design side of the industry quickly. Looking to expand his involvement with industry, he started *The Fire Sprinkler Podcast* as a way to provide the industry with a new way to learn about new tools, equipment, and processes.

For more information visit: [www.nfsa.org](http://www.nfsa.org).

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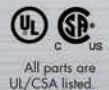
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— Excerpts from Proverbs 16 (The Message)

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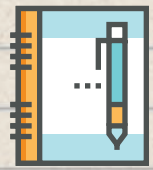
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**A** FaceBook post from the Northern Illinois Fire Sprinkler Initiative on December 16, 2022, said, “Something new for me, an underground fire main has been corroding and breaking at a record pace. So far this year with four breaks alone, preceded by several breaks the previous year.”

“The decision was made by the owners to install an above ground fire main in the ceiling to replace the underground. So, it takes some thinking about how this is going to work. Feels like I am in the Poseidon Adventure, everything is upside down...”

**R**ecession? U.S. Banks Get Ready for Shrinking Profits and Recession was the Fox News headline on January 10, 2023. Four American banking giants: JPMorgan Chase & Co, Bank of America, Citigroup, and Wells Fargo were forecast to report lower fourth quarter profits... “With most U.S. economists forecasting either a recession or significant slowdown this year, banks will likely incorporate a more severe economic outlook,” said Morgan Stanley analysts led by Betsy Graseck in a note.

The six banks report an average 17% drop in net profit and Goldman Sachs has laid off thousands.

**W**hat Do You Think: [info@fpcmag.com](mailto:info@fpcmag.com).



**F**lorida and Arizona Are the Best States for Construction: For the fourth time, Florida claimed the top spot in Associated Builders and Contractors’ eighth annual Merit Shop Scorecard, a ranking of all 50 states and the District of Columbia based on policies and programs that strengthen career pathways in construction, encourage workforce development, and advocate for fair and open competition on taxpayer-funded construction projects.

In addition to fostering fair and open competition in public construction work, Florida continues to reap the benefits of providing students with a multitude of career pathways, which in 2022 yielded a graduation rate of 96% for career and technical education program students.

Arizona again followed Florida in second place this year.

Rounding out the top five, Georgia ranked third, Alabama ranked fourth, and Arkansas ranked fifth. Other states to receive an A grade in 2022 include South Carolina, Kentucky, North Carolina, Oklahoma, Utah, Wisconsin, and West Virginia, in order by rank.

The bottom tier of states, in ranking order, includes Hawaii, Alaska, the District of Columbia, California, and New York, each receiving F ratings in project labor agreements, prevailing wage, and right-to-work policies.

Learn more at: [www.meritshopscorecard.org](http://www.meritshopscorecard.org).

**A**cademy of Fire Sprinkler Technology is active. Check their latest NEWSLETTER and see all of their offerings at: [www.sprinkleracademy.com](http://www.sprinkleracademy.com).

## Good Advice

Proverbs 16:13 says:

**K**ings admire those who tell the truth;  
they adore those who set the record straight.  
(The Voice version of the Holy Bible)

**Proverbs 12:14** From the fruit of his words  
a man shall be satisfied with good,  
and the work of a man’s hands  
shall come back to him [as a harvest].



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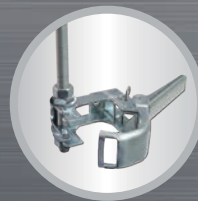
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