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First of all, I want to take this opportunity to wish each and every one of our members a Happy and Prosperous New Year. I also hope you all had a very Merry Christmas. I would like to write about something we all have, employees. Whether you are a C-1 or a C-9 contractor, our employees are our biggest asset. In varying degrees we all share some of the same problems, as well as some of the real highlights they bring us. Whether it is a work-related situation or someone has a new child or a family member has a major accomplishment in their lives, we, as owners, should be available for them to be able to talk to us if needed. We should never be so busy that we are not accessible to our employees. Sometimes we are the only person the employee feels comfortable speaking with. They are all individuals and all have to be treated as such. Some issues cannot be resolved without our personal attention.

Most of our employees come to us with the intent of bettering themselves, whether it is a shop person, a designer, a sales estimator, an apprentice, or a foreman. Some have more drive than others, and that is to everyone’s advantage, as this is how they become such a great asset to the company and we can say how proud we are to have them on our team. As owners, it is our responsibility to give them the tools they need to accomplish the task at hand. AFSA offers many tools that can be utilized through its eCampus for the training of employees in such things as “Letter Writing,” “Team Building,” “Communications,” “Leadership,” “Public Relations,” “Role of a New Supervisor,” and “Managing Time,” to name a few. These can all be viewed on AFSA’s Web site, www.firesprinkler.org. These courses are not just for owners but for the betterment of those individuals who want to get ahead. When we start our companies, and most of us do start from scratch, we hire the people we feel will be most valuable to the success of the company.

As we grow our companies, we develop a sense of being part of a team between the employee and the owner. As we grow our companies, sometimes the sense is that the employee no longer feels recognized or appreciated as a member of the team. They feel left out. It is important to get the message to the employee that they are still an integral part of the company. As companies grow, and a lot of us have heard this, an employee will say, “It’s just not like it used to be when we were a small shop.” As we grow, we do lose contact with some employees, especially those who work in the field. It is more difficult to stay in touch with our field personnel, because it is not necessary for them to come to the office on a daily basis. Our office personnel are there daily and are also important.

Progress has brought us computers, faxes, email, cell phones, Nextels, and GPSs. All of these things make our employees more productive whether they work for a C-1 contractor, a C-9 contractor, or a supplier. We have given them the tools and now we must continue to make them feel that they are part of the team. Let us make 2008 a great year for all of us.
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Exton, Pennsylvania USA
The Stockdale’s old house is torn down (left) and just five days later, their brand-new home is finished out (right). AFSA members American Fire Protection, LLC, Nampa, Idaho, and Tyco Fire & Building Products installed a residential sprinkler system in the home.

Another Family Protected by Sprinklers

*Extreme Makeover: Home Edition* Features Residential Sprinkler System

Last summer, *Extreme Makeover: Home Edition* rolled into Middleton, Idaho, to build a remarkable family a new home. Ryan and Karia Stockdale live to help their four small children diagnosed with eosinophilic esophagitis lead normal lives. The disease afflicts the entire body and makes it nearly impossible to swallow food.

A residential sprinkler system was not part of the original construction plans for the home. When Corey Barton, president of CBH Homes and the lead contractor for the project, recognized the need to protect the family from fire, he contacted Jim Danes, owner of AFSA member American Fire Protection, LLC, Nampa, Idaho, to work on the assignment.

“Corey wanted to ensure that the home was as safe as possible,” says Danes. “He is a very progressive builder. He knows that a residential sprinkler system, combined with smoke alarms, is the best protection from property damage and death in the event of a fire.”

“Jim and his employees were fabulous to work with,” comments Holly Haener of CBH Homes. “We appreciated their help in making our Extreme Makeover home happen!”

American Fire Protection worked closely with Matt Kahns of Fire Technology Design, who donated all the work to design the system. Danes then drove three hours to the Office of State Fire Marshal Plan Reviewer Mel Fletcher to hand deliver the plans for review.

“We were on such a tight schedule that I waited while the plans were reviewed. Within the hour, I was back on the road with approved plans in hand. We really appreciate the State Fire Marshal’s Office time and assistance with this project,” says Danes.

In fact, Danes had to ask many fellow industry members and employees to commit their time and materials before they even knew what the project was.

“Between Friday evening and Monday morning, I asked for volunteers and materials and had everything lined up before I could even tell people what was going on. Monday at noon I could finally share the news that we were going to install a system in an Extreme Makeover home,” comments Danes.

Danes regularly uses Tyco Fire & Building Products’ (TFBP) Rapid Response™ line of residential sprinklers. When he requested that TFBP donate
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the components of the system, they readily agreed.

“Sprinklers are the ultimate line of defense in protecting a family from fire,” says Darren Palmieri, product manager at TFBP. “They were especially important in this case because the family has four small children – the elderly and the very young are most often the victims of fire because they cannot escape easily. We were more than happy to help with this project.”

Danes and his team worked around the clock to install the system.

“It was a tiring few days – my crews didn’t get much sleep,” says Danes. “But, it was a rewarding experience to know that we’re helping a family that truly appreciates what we did.”

Everything was done within five days: the family’s home was torn down on a Friday morning and the keys to their new home were handed over to ABC Tuesday afternoon.

“Our actual install took six hours,” remembers Danes, “and that’s significant because 120 craftsmen were in the house at the same time we were working.”

Danes had eight workers on ladders installing the system and two workers on the ground with items needed.

“The guys on the ground went from ladder to ladder asking, ‘What do you need?’ Then they’d go fetch it so my men wouldn’t have to come down from their ladders. I went from fitter to fitter with the plans and a tape measure in my hand and oversaw all that was happening. It was very fast-paced.”

National Fire Protection, the supply house Danes frequently uses, donated many of the items needed. And Ferguson Fire & Fabrication provided some needed sprinkler heads – even at 11 o’clock on a Saturday night.

“They [Ferguson] opened up their shop for my wife in the middle of the night so she could get the heads and get them over to us,” says Danes. “Every single person on this project had that same attitude. The spirit of every supplier and contractor on that job was amazing. I never heard one frustrated or disgruntled word in five days.”

Danes estimates a total of 5,500 people worked on the job over the entire project.

“It was the most incredibly organized chaos I’ve ever seen,” he comments. “My brother did the plumbing in the Stockdale house, and he brought his RV and parked it on-site so we could be on call 24 hours a day. We’d get calls around the clock that a pipe was stepped on, this or that. It was non-stop for five days.”

While Danes notes it was pretty taxing, he says it was an amazing thing to be a part of.

“We were there when the bus came and then moved away as everyone shouted,
‘Move that bus!’ And there was an open house where we all got to meet Ryan and Karia and their children.”

As noted earlier, the Stockdale children, ages 2 – 6, have eosinophilic esophagitis. They all must be fed through tubes – a liquid diet being their only nourishment. There is currently no cure. Ryan’s inspiration is his children; he is a student at Boise State University, studying immunology in the hopes of finding a cure for his children’s disease.

CBH Homes and the people of Middleton worked diligently to help the Stockdale family. Aside from helping in the construction process, they raised more than $50,000 in five days. They provided the family with two new cars and Ryan with a full scholarship.

The project was completed in July, and the show aired December 2, 2007 on ABC.

“It was like a little city that popped up around that house in the middle of nowhere and then went back to a home in the middle of a field,” says Danes. “There was an area filled with volunteers, just waiting to be called on to help... restaurants came and set up a field kitchen and cooked scores of great meals around the clock... and Ty Pennington led us on. His high energy and care for each family that is shown on TV is exactly how he is in person.”

Danes says he and his employees still wear their Extreme Makeover t-shirts and people comment about seeing them on the show.

“It was an amazing experience, a once-in-a-lifetime opportunity. CBH Homes is one of, if not the, largest homebuilder in the state and they were wonderful to work with.

“The homebuilders who get on board with residential sprinklers will be ahead of the curve, because it’s coming. The thing we need most is education about home fire sprinkler systems: the life- and property-saving benefits, the peace of mind they provide... and they are not that expensive,” Danes adds.

“I know it can seem to be yet another cost when trying to keep a budget in mind, but three to four years from now you could be watching your house go up in flames instead of replacing a sprinkler head and mopping up a bit of water.”

The Stockdale family is no doubt settling well into their new home, with all the medical necessities to manage the children’s disease yet still providing a warm, comfortable living space to create lots of memories.
RFSI Delivers Residential Sprinkler Message

Residential Fire Safety Institute Speaks to 3,000 AHJs

ROY MARSHALL | Residential Fire Safety Institute

The Residential Fire Safety Institute (RFSI) will, by the publication date of this article, have delivered the “Why Sprinklers? Why Ordinances? Why Now?” workshop to 47 state or regional associations of officials having a responsibility for fire safety within their communities. Funded by a USFA Fire Prevention Grant, these workshops have allowed RFSI to answer these three questions posed to an estimated 3,000 Authorities Having Jurisdiction (AHJs) in attendance. These workshops have offered them various types of resources and assistance as they make plans for what may be the most significant step a fire official will ever take in reducing the loss of life and property to residential fire.

Delivering 47 workshops to 3,000 AHJs over an 18-month period is impressive, but numbers are not a gauge of effectiveness. The key question is whether or not we’re making progress. Without a doubt the answer to that question is yes. But progress tends to come in little steps, with setbacks along the way. The opposition is stubborn and well-funded. Their determination and resources have been demonstrated by lawsuits and referendums at various cities. They barely beat us at the ICC hearings in Rochester last spring, and they’ll return to Minneapolis in 2008 to challenge us once again.

Homebuilders’ groups who stand in opposition are wrong, of course, and their arguments are distortions in some cases and nonsense in others. The same groups battled fire and building officials striving for smoke detector requirements. The fire service won that battle, and where fire service officials move wisely and enthusiastically toward sprinkler requirements they win again.

The November 2007 issue of Sprinkler Age lists 376 communities that currently have a residential sprinkler ordinance. That’s a good number and I expect it to increase considerably during the next few years. There may be a few on the list who’ve lost their ordinance, but I’m confident this number is more than offset by communities having an ordinance but that have not made the notification that would include them on the list.

We urge all readers with an ordinance to check the list (or go online to the RFSI Web site at www.firesafehome.org) and notify us of any additions or corrections.

RFSI has filed a grant application that, if approved, will provide for a continuance of the residential sprinkler workshop program. Any AHJ with an interest in having this program included in a 2008 conference or training session is asked to contact Roy Marshall, RFSI director, at rfsirlm@myfmtc.com or (712) 829-2734.

ABOUT THE AUTHOR: Roy Marshall’s career spans nearly 30 years and includes volunteer firefighter, fire prevention inspector, special agent and chief of Bureau of Arson and Explosives, and Iowa State Building Code Commissioner. After retiring as Iowa State Fire Marshal in 2000, Marshal has served as director of the Residential Fire Safety Institute since 2001. RFSI is a public interest group created in 1982 to promote fire-safe homes through built-in fire protection and fire safety education.
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Commissioning a Residential Fire Sprinkler System

You Sold It, Now Sell It!

STEVE RIANS | Standard Automatic Fire Enterprises, Inc.

Haven’t learned how to program the 15-year-old VCR yet? Don’t know where the car jack or spare tire is on the Chevy purchased over three years ago? Always purchase the extended warranty on most everything you buy out of “high-tech” fear? We have all done it; made a significant purchase with the good intentions of actually reading the operations manual. We thought we were actually paying attention to that salesman highlighting the advanced features of the equipment, but we simply were caught up in the exuberance of the new toy. We think nothing of laying down a few hundred bucks on the extended warranty because, heaven forbid, we take on the responsibility of “basic maintenance.” The merchants who sell products that are “maintenance free” or companies who provide solid customer service and support enjoy the repeat business of the discretionary shopper. Moreover, when the customer makes a purchase of a durable good that provides years of satisfactory operation, the news travels fast and the product begins to self-promote!

In the case of the residential fire sprinkler system, let us start with the basis of the purchase for the homeowner. In rare instances, the shopper has made a specific request to their home builder to install this life safety system. This rare consumer is well informed of the incredible benefits of their home fire sprinkler system. They have a working knowledge that water-filled pipe supplies each fire sprinkler head and the sprinklers individually activate by heat. Other homeowners, albeit aware of the baseline benefit of their newly installed system, still may have gleaned certain myths through media, most likely inaccurate displays of the smoke sensitive deluges too often portrayed by Hollywood. In many cases, unfortunately the norm, the sprinkler system was required as part of an ordinance and while the consumer thinks it’s a good idea, they possess no basic understanding on how it operates. This is the perfect opportunity to showcase your product, cultivate customer relations through education and enhance the home fire sprinkler industry via generating the excitement of the consumer.

The initial introduction should begin with the fact that the system is virtually maintenance-free and, even in worst case, maintenance is minimal. The home fire sprinkler system is a 24-hour fire fighter, protecting the family and their most prized possessions. The fire sprinkler system, along with the required smoke detectors is not always monitored through central station notification. Educate the purchaser of this valuable benefit. Be sure the customer understands the critical nature of this monitoring.
relationship and has the proper telephone numbers and passwords recorded and stored in a known location. One of the most feared predictions for the new tenant is water flowing uncontrollably. The location of the main control valves is perhaps the most valuable and necessary piece of information imparted to the customer. Coupled with this direction should include the statement “that unless the homeowner is absolutely positive that the water flow is due to a non-fire situation, it is always best to let the responding firemen shut off the control valves.” Discuss any local ordinances that may include a yearly inspection of the system or backflow preventer if included. Many local municipalities have no such inspection requirement; therefore, it is even more critical to teach the owner the basics of a visual inspection performed as often as practical.

The water supply is perhaps the most important feature to maintain. Most home fire sprinkler systems are supplied through an underground pipe connected to the municipal water supply. In other instances, the water supply may be a self-contained tank system, complete with a small pressure pump and integrated alarms. Somewhat rarer, the rural home may be supplied from well water with a well pump as the pressure source. No matter where the water source originates, be sure to locate the main control valve. The ball valve is the most often incorporated variety and the condition is easily identified by the position of the handle. The sprinkler company may want to utilize the easily removed plastic bands that secure the valve in the open position. Inform the owner as to the normal operating static pressure. A Sharpie marker can be used to mark the plastic cover of the gauge or even write down the number on an obvious location adjacent to the system riser.

Water will freeze given the opportunity. Let the homeowner know to leave the heat setting on the thermostat turned up if they plan on leaving the home for an extended time. If the water supply is a storage tank, be sure to complete a visual inspection on the insulated features of this assembly or verify the integrity of its housing unit. In some instances, an antifreeze additive has been employed. The effective mixture of the antifreeze should be documented at commissioning and recorded onsite for future evaluation. Be absolutely sure the customer understands the specific properties of the approved antifreeze, i.e., U.S. pure-grade glycerin. Good fire protection installations will include some form of “tenting” on the exposed pipe in the attic spaces. Educate the homeowner on the purpose of this practice, as well as how to visually inspect the integrity of this feature. Also, by attaching some simple notification bulletins (Neon colors get attention!) on the upright wood members of the attic framing, the unsuspecting service man will be warned to watch their step while servicing your cable TV network, etc.

Another important piece of information that should be disseminated to the client relates to final touches to their new or newly remodeled home. The “Dos and Don’ts” relating to painting sprinklers, escutcheons and associated pipe needs to be understood to avoid performance problems now and in the future.

Finally, the installing contractor needs to take advantage of the captive audience. The customer should be instructed to contact their insurance agent and apply for a discount for the residential fire sprinkler system. In some cases, this discount can be as high as 10 percent. Let the customer know the incredible values, both tangible and intangible, that come with a home fire sprinkler system. Conduct a final walk-through with both the home builder and the homeowner so both parties understand the full benefits of this passive fire fighter. Before you know it, word will start spreading like “fire.” (Sorry, I could not help it!)

ABOUT THE AUTHOR: Steve Rians is the director of operations for the American Fire Protection Group (AFPG) and the CEO of Standard Automatic Fire Enterprises, Inc. (Safe, Inc.). He is a member of the NFPA 13D & 13R committee on automatic sprinklers and NICET Level 4 in Automatic Sprinkler System layout. Rians can be reached at 979-690-0301 or SRRSAFE@AOL.com, College Station, Texas.
You’re no doubt aware of the ‘round-the-clock work being done by the Home Fire Sprinkler Coalition (HFSC) to raise much-needed awareness of residential fire sprinklers, particularly among the broader home building industry, and the Residential Fire Safety Institute’s (RFSI) ongoing efforts help promote local sprinkler ordinances across the country. Along with local, state and national fire safety agencies and organizations, these groups underpin the national goal of increasing home fire sprinkler installations as a method to reduce fire deaths.

But sprinkler groups and fire safety agencies and organizations can only do so much to further this important cause. By their very nature, they are expected to take an advocacy stand on leading fire protection technology. So while it may not seem fair, that singular focus often makes it easier for the national media, legislators and code officials to overlook pro-sprinkler positions.

That’s where the nonprofit, national Home Safety Council (HSC) has been especially helpful in recent years. HSC focuses on the broad problem of unintentional injury at home; primarily the three leading causes of accidental injury death: falls, poisoning and fires/burns. Because HSC is a home safety organization with a much broader mission than fire safety alone, its fire sprinkler advocacy is typically viewed as being a fresh voice in the field, and that helps HSC get the message out.

The Home Safety Council’s willingness to make home fire sprinklers a priority outreach message has positioned HSC uniquely among leading national organizations. And, HSC’s ability to achieve results has netted extremely valuable national media coverage. In the past 14 months alone, HSC President Meri-K Appy has appeared on the CBS Early Show and three times on NBC’s Today show to help tens of millions of TV viewers understand how vital fire sprinklers are in homes. HSC’s recent one-year measurement of its home fire sprinkler media reach was more than 57 million people, achieved through national television, print and Internet placements.

“As hard as HFSC, RFSI and the sprinkler industry are working to overturn inaccurate information and dispel silly myths, the Home Safety Council is also hard at work in communities and utilizing our national platforms to increase awareness of home fire sprinkler technology as a viable means of saving lives,” Appy says.

This outreach isn’t new. The Home Safety Council is an active member of the board of the Home Fire Sprinkler Coalition and has been a vocal and enthusiastic proponent of the federal Fire Sprinkler Incentive Act of 2007.
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To order the 13D Home Defender, call A-C Fire Pump, 847-966-3700 or visit www.acfirepump.com
HSC is also willing to take a public stand on the importance of mandating fire sprinkler protection for homes through code adoption. In May 2007, Appy represented HSC in Rochester, N.Y., where she testified on the merits of home fire sprinklers and in support of modifications to the International Residential Code at a public hearing held by the International Code Council (ICC).

“HSC is able to play a unique role in sprinkler advocacy and lend our voice to the collective effort to protect our communities with home fire sprinkler technology,” Appy says. “We recognize that home fire sprinklers are still an emerging trend in most parts of the country. We want to support the efforts of the sprinkler industry and the fire safety agencies and organizations as they work locally to make homes safer.”

Among the ways HSC does this is by incorporating sprinkler messages each time new fire safety materials are developed. One recent example is the innovative Fire Science, introduced this past year to pique the interest of middle school students in fire safety generally, and home fire sprinkler technology in particular.

The program was developed as a joint project of HSC, HFSC and Weekly Reader. Fire Science helps youngsters (our future parents and home buyers) understand basic fire safety principles and the unique benefits of a home fire sprinkler system. The initial classroom distribution reached 1.8 million kids, parents and teachers. Free downloads are available on HSC’s Web site at www.homesafetycouncil.org/programs/pr_firescience_w001.aspx) extend that reach indefinitely.

“Whether through traditional educational outreach, our support of vital sprinkler legislation and code adoption, or via national media placements, HSC is committed to continuous home fire sprinkler advocacy,” Appy adds. “Home fire safety is a top priority for HSC, and therefore sprinklers – which represent the ultimate in fire protection – will remain a core message.”

In the past year, HSC President Meri-K Appy has appeared on the Today show three times to help viewers understand the life-saving value of home fire sprinkler systems. She is pictured here working with Chief Tom Carr and members of the Montgomery County, Md. Fire Department, which helped with live burns for the segments.
Home Fire Sprinkler Coalition Reaches Out to Water Purveyors

HFSC Exhibits at AWWA, Develops Educational Materials

PEG PAUL | Peg Paul & Associates

The Home Fire Sprinkler Coalition (HFSC) is taking on the challenge of reaching out to water supply professionals with an information and education program. The coalition is developing the program after receiving numerous questions and requests for information specifically related to water supply and residential fire sprinkler systems installed according to NFPA 13D, Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes. Most of the questions are about water supply, pipe size, water meters, backflow protection and concerns about tap fees.

According to Gary Keith, HFSC chair, targeting this group is essential because just as with the homebuilding industry, there is documented misinformation within the water supply community. Lack of knowledge about the technology and the benefits of fire sprinkler protection can have far-reaching and damaging effects in communities that have growing residential sprinkler efforts underway. Keith said HFSC has learned about unfortunate cases where exorbitant tap fees are being charged to owners of sprinklered single-family homes.

“These unfair fees penalize the homeowner for a decision to enhance the safety of the home and they negatively impact the entire community,” Keith says. “Recently, we heard from a single-parent who is building a home in Ohio who wants to install fire sprinklers to protect a young child with a disability. The water utility said there would be an additional $15,000 fee because a larger meter would be needed.”

HFSC first tested the water by exhibiting at the American Water Works Association (AWWA) annual convention. Many of the booth visitors who were from areas that did not have sprinklered homes were interested, but didn’t know much about

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[Image of riser graphic]

*Automatic Sprinklers; A 10 Year Study
A detailed history of the effects of the automatic sprinkler code in Scottsdale, Arizona

This graphic of a riser on the HFSC display drew interesting discussions at the AWWA convention. As shown, the riser is connected to a water main, then the water delivery splits isolating the fire sprinkler system from the domestic system. The water meter is installed on the domestic side. The sprinkler side does not go through the meter.
how the systems were designed, many didn’t know how they operated.

Keith says the graphic of a riser on the HFSC display drew interesting discussions. In the photo, the riser is connected to a water main, then the water delivery splits isolating the fire sprinkler system from the domestic system. The water meter is installed on the domestic side. The sprinkler side does not go through the meter. Many visitors understood the benefit of not having to include the meter in the fire sprinkler hydraulic calculations. Others were uncomfortable because the sprinkler system was not metered. Some were surprised to learn that an NFPA 13D design must include enough flow and pressure for two sprinklers. Many thought the water supply was based on the size of the house.

One of the key messages in the HFSC material is that in addition to their life safety abilities, fire sprinklers offer the water purveyor a cost-effective method of managing water usage. Without fire sprinklers, firefighters will use thousands of gallons of water to fight a home fire. With a fire sprinkler system, a few hundred gallons will be used to control or extinguish the fire. This efficient use of water translates into significant savings for the water purveyor, especially since the water used by firefighter hoses is not metered.

The HFSC display includes data from The Scottsdale Report where a fire sprinkler ordinance that requires fire sprinklers in all new homes, has saved the city of Scottsdale, Ariz., an estimated $7.5 million in future infrastructure costs. Scottsdale has maintained data since passing the ordinance in 1986. Today, 50,000 Scottsdale homes are protected with fire sprinklers. One major cost saving measure was allowing fire hydrants to be spaced further apart in the areas protected with fire sprinklers.

HFSC received a Fire Act Grant from the United States Fire Administration that will help fund a more extensive water purveyor education program. HFSC is preparing a survey to further determine the level of knowledge among water suppliers and will develop new educational material based on the results of the survey. HFSC has become a member of AWWA and will have a booth at the 2008 conference.

“Home fire sprinklers are a growing trend, so it’s important that HFSC provides the correct information for water purveyors,” Keith comments. “We look forward to the day that tap fees are a thing of the past. In fact it would be nice to see utilities offering discounts or incentives to homeowners who protect their homes with fire sprinklers.”

ABOUT THE AUTHOR: Peg Paul owns and directs Peg Paul & Associates (PPA), a marketing communications agency that specializes in developing and implementing multi-integrated information and education campaigns. While the agency supports a wide range of client needs, PPA has established a niche in public safety promotion, and has been retained for this purpose by some of the leading national and international safety advocacy groups.

---

13-D, 13-R Residential Package Fire Sprinkler System

- Inquire about our most wanted “Industry Leader” 13-D economy system.
- Costs Less
- Lightweight
- Easy to Transport
- “Cost Effective” for “Fast Easy Installation”
- We can supply a tank size for all your requirements.
- Aqua tank systems can be supplied to meet your unique application.
- 13-R complete package system. Pre-assembled compact design consisting of pump/motor, controller, manifold assembly, mounted on a polyethylene base, pre-wired and piped.
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Larger Tanks available for above and below ground tanks, From 28” Wide to go through Doors

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---
It’s true that time is money. That’s why I always choose dependable products, timely delivery, and outstanding service. That’s why I choose Viking. Efficient installation begins with the world’s most dependable sprinklers and valves. And Viking designs products that are easier to install. Because fire protection is no place to cut corners, Viking has added their characteristic precision to pipe fabrication. Viking Fabrication Services will accurately measure, cut, label, and deliver pipe to my project’s doorstep, so it can be easily installed. Viking SupplyNet ensures I have exactly the quality parts I need, when I need them, wherever they’re needed. And if we get stuck, a phone call to Viking’s expert technical services team makes quick work of a question. I may not have more time to install these days, but at least Viking makes the most of it.

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Protecting an Ancient Monument

Historic Scotland Protects 16th Century Corgarff Castle

STEWART KIDD | British Automatic Fire Sprinkler Association

Historic Scotland has recently commissioned the installation of a sprinkler system in a small highland castle. It is believed that the castle is the first Scheduled Ancient Monument to be fitted throughout with automatic fire suppression and the location may also be the oldest building in the UK which is protected by a sprinkler system.

While the installation of automatic fire suppression systems into historic buildings is no longer unusual, a recent project undertaken by Historic Scotland to protect Corgarff Castle, Aberdeenshire does raise a number of matters of particular interest not only for heritage organisations but also for the fire protection industry and the fire and rescue services.

In the case in point, the property (see box), a Scheduled Ancient Monument in the care of Historic Scotland, presented a number of problems relating both to fire safety, fire service access and property protection.

The castle, which has been restored internally since coming into the ownership of the State in 1961, is maintained as a visitor attraction and is open to the public. The castle’s internal arrangements are as they were in the late 18th century when it was in use as a barracks and military outpost accommodating a half company of troops engaged in enforcing the Hanoverian government’s rule in the highlands following the second Jacobite uprising. (The troops also performed the even more unpopular task of suppressing the illegal distilling of whisky!)

Concerns about the safety of the castle arose in 2005 as a result of an inspection by the Crown Premises unit of the Scottish Fire and Rescue Services Inspectorate. A report suggested that the principle risk from fire in the premises related to the means of escape from the upper and lower floors. It was the Inspectorate’s conclusion that the single timber staircase, which is effectively, by reason of the lack of compartmentation, open for its full height, was inadequate as a means of escape from the upper floors.

The Inspectorate also drew attention to several other issues which exacerbated the fire safety issues – there is no year round supply of fire fighting water within easy reach of the castle, the access is extremely poor, the site isolated and in winter, roads in the area can be snowbound for weeks at a time. The Crown inspector suggested that an automatic fire suppression system might ‘therefore have benefits both in respect of statutory compliance and heritage asset protection’.

As a result of this, in 2006 Historic Scotland appointed the Loss Prevention Consultancy Ltd (which specialises in the protection of historic and heritage buildings) to undertake a review of fire safety at Corgarff with a specific remit of determining what additional measures could be adopted to provide compensation for the limited means of escape.

The Report and Recommendations Using as sources of advice Historic Scotland Technical Advices Notes TAN 11 (Fire Protection Measures in Scottish Historic Buildings), TAN 22 (Fire Risk Management in Heritage Buildings) and TAN 28 (Fire Safety Management in Heritage Buildings) the consultant’s report concluded that; ‘Given the hazards implicit in the age and structure of the building, the poor levels of fire separation and the difficult access for fire and rescue service appliances responding to a fire at this location, Corgarff Castle itself in its present condition and use would be best categorised as ‘high normal risk’.

When considering the persons likely to be at risk, apart from staff, the report considered that, taking into account the school parties which regularly use the Garret (fifth floor) room for teaching purposes, the level of fire risk in the premises when it is occupied must be classified as ‘High’.

Corgarff Castle has its origins in the mid 16th century as a five storey tower house set within a walled enclosure. The site of the castle, in Strathdon, West Aberdeenshire estate commands the main route between Speyside and Deeside. In 1753 the route, then little more than a track, became one of the famous military roads constructed under the control of Major General George Wade. Corgarff sits in a key position at the junction of the road north to Fort George and east to Aberdeen. The road to Coupar Angus in the south begins nearby. The only access to the Castle from the A939 is along a narrow road and then up a very steep, unmade track which is some 250m long.

The Castle is Listed Category A by Historic Scotland and is a Scheduled Ancient monument (making the installation of any modern systems or equipment a difficult and delicate process). The tower itself is surrounded by an 18th century star shaped curtain wall and has a single entrance gate to the south. Inside the walls there are two separate structures which abut the castle proper - a brewhouse and a bakery.

The Castle was passed to State Care in 1961 and is one of over 300 such properties managed and maintained by Historic Scotland. It is presently open as a visitor attraction every day during the summer and at weekends during the period 1 October – 31 March.
Put Roll-Grooving Power In Your Hands

The rugged self-contained portable roll-groover that is two tools in one!

Face it. Time is money. Especially when you’re up in the air. Now Pace, the industry leader has got a tool that can eliminate hassles in the air and save you lots of time and money.

The NEW PACE 1039 Mini-Mite™ Roll Groover service tool goes from in-place grooving to machine grooving in one motion without the need of spending valuable time looking for tools. The PACE 1039 Mini-Mite™ is self-contained, it can be entirely operated with its own multi-function Ratchet Action Hand Crank so there are no other tools needed!

The PACE 1039 Mini-Mite™ is totally portable. It features rugged construction with a larger top roller bearing, heavier top slide, and more material in the housing to make for more durability.

And all hex drives on the PACE 1039 Mini-Mite™ are 15/16” so one wrench fits everything!

The PACE 1039 Mini-Mite™ is simple to operate. It rolls grooves in 1-1/4” to 6” Schedule 40 or thin wall steel pipe on the scaffold or anywhere power is unavailable. It also has the ability to chuck in a Ridgid 300 - in just seconds. (No gearbox removal.)

Specifications

<table>
<thead>
<tr>
<th>Specification</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight</td>
<td>Just 19 pounds</td>
</tr>
<tr>
<td>Capacity</td>
<td>1-1/4” – 6” Schedule 40 or thin-wall steel pipe</td>
</tr>
<tr>
<td>Tools Required</td>
<td>Included multi-function Ratchet Action Hand Crank is all you need.</td>
</tr>
<tr>
<td>Hex Drives</td>
<td>All 15/16”</td>
</tr>
<tr>
<td>Construction</td>
<td>Heavy duty</td>
</tr>
<tr>
<td>Compatibility</td>
<td>Chucks in a Ridgid 300</td>
</tr>
</tbody>
</table>

Two Tools In One!

In a Ridgid 300

In a ceiling application

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In considering how this level of risk could be reduced the report suggested that there were only a limited number of ways in which the levels of hazard (and hence risk) to the occupants can be reduced. The following were discussed:

a. The primary hazard is the uncontrolled spread of smoke, heat and fire throughout the structure rendering the stairs impassable and trapping visitors or staff on the upper floors.

b. The conventional approach to risk improvement in this type of building would be to provide a fire-compartmented staircase. This is clearly impractical given the efforts to provide an authentic mid eighteenth century interior for the structure. Equally, the heritage impact of a ventilation system would be aesthetically unacceptable, and given the thickness of walls, a problem to install.

c. Other measures (such as the use of intumescent paint or varnish) were not considered to be realistic or indeed to provide any measurable improvement in the levels of fire safety in the building.

d. The existing fire safety measures such as fire detection; emergency lighting;
TEACH YOUR CUSTOMERS ABOUT LIVING WITH SPRINKLERS

FREE TOOLS FOR SPRINKLER CONTRACTORS

Many residents of sprinklered homes don’t realize the value of sprinklers and may not understand how to properly care for them. The nonprofit Home Fire Sprinkler Coalition (HFSC) has the solution. Living with Sprinklers is HFSC’s new video hosted by Ron Hazelton, who explains the advantages of having fire sprinklers, separates fact from fiction, and outlines the simple care that residential sprinklers need.

The video comes with a laminated hang-tag to put on the riser, so your customers will have ready access to simple sprinkler maintenance and proper usage tips — and you can customize the hang-tag with your name and telephone number.

To order your free supply of the new Living with Sprinklers video and hang-tag, visit www.homefiresprinkler.org or call toll-free: 1.888.635.7222.
signs and portable fire extinguishers were satisfactory and reasonable.

e. The management of fire safety and related aspects such as staff training also appeared satisfactory.

The report concluded that the only viable option to permit the building to remain accessible to the public would be to install an automatic fire suppression system.

### Table 1.

<table>
<thead>
<tr>
<th>Watermist</th>
<th>Sprinklers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uses less water to extinguish fire</td>
<td>Needs more water</td>
</tr>
<tr>
<td>Stores 10 – 30 minutes</td>
<td>Requires 60-90 minutes storage</td>
</tr>
<tr>
<td>Higher purity water</td>
<td>Mains or well water is adequate</td>
</tr>
<tr>
<td>12mm stainless steel pipe</td>
<td>30mm steel, cpvc plastic or copper pipe</td>
</tr>
<tr>
<td>High pressure pumps or gas cylinders</td>
<td>Simple pump</td>
</tr>
<tr>
<td>Quartzoid bulb operated</td>
<td>Quartzoid bulb operated</td>
</tr>
<tr>
<td>Heads must be visible</td>
<td>Heads can be concealed</td>
</tr>
<tr>
<td>Requires specialist servicing 2-3 times yearly</td>
<td>Annual service only</td>
</tr>
<tr>
<td>Electronic controls</td>
<td>Simple, mechanical controls</td>
</tr>
<tr>
<td>Service life probably &lt; 15 years</td>
<td>Service life probably &gt; 30 years</td>
</tr>
</tbody>
</table>

The System to be Installed The report reviewed all the options available (including hypoxic air inerting (which has been used in Norway in a heritage context) but concluded that a water-based system should be considered. After discussions with the Historic Scotland it was agreed that bids would be invited for either conventional automatic sprinkler protection or water mist systems.

The site location poses a number of limitations on the systems which might be installed including:
- Very low temperatures in winter (-15°C being not unusual)
- No water supply on site
- Very limited space available for tank and pumps
- Aesthetics of completed system of great importance
- Single phase power supply
- Limited initial intervention by fire and rescue service

A number of compliant tender returns were received and considered and (based mainly on the initial system price) it appeared that sprinklers would provide the most cost-effective solution. Sprinklers were also considered to offer a better whole life cost when costs of maintenance etc were also considered.

See Table 1 above for a comparison that was developed prior to a decision being taken.

Selection of Sprinkler Heads It was evident from early on in the project that the selection and type of sprinkler head would be paramount to the success of this project.

Given that the visible intrusion of the system was to be minimal and the locations for pipe routes was limited, extensive research into sprinkler head types was essential.

There are 34 sprinkler heads installed within the monument, of which there are 5 different model types each with a different operating pressure. This indicates the complexity of not only the hydraulic requirements but also the design for this type of structure.

System Installed It was accepted from the outset that it might not be possible to install a system which fully complied with BS EN 12845 and LPS 1048 but as there are no specific Building Standards issues and no insurer involvement it was agreed that the system to be installed would be as fully compliant as possible.

In addition, to ensure that the project was delivered within budget it became
necessary to modify the extent of the system which had been originally specified by deleting protection from the basement area. This area contains no fuel load and no ignition sources and is open to the elements and so was considered to be very low risk.

The system now in place has been designed and installed by Armstrong Priestley Ltd to Light Hazard classification but with 2.9 m³ of water storage. The tank, manufactured by the local Aberdeen company, Balmoral Tanks is of some interest as it had to be installed in a very restricted space. The GRP sections of the LPCB/WRAS approved tank had to be small enough to pass through a very narrow doorway prior to assembly. The pipework is principally copper with pressfit connections and will be filled with an approved glycol based antifreeze solution after commissioning and testing. External pipework is in medium weight mild steel. The pumproom which also contains the tank is provided with background heating as part of the castle’s conservation measures.

Sprinkler heads supplied by Central Spraysafe are rated at 68°C (except for the concealed heads which are rated at 57°/71°C) and are sidewall or pendant. Pendant recessed heads with cover plates have been used on the second (barrack room) floor. Written approval has been obtained from the manufacturer to have the coverplates rendered with a thin plaster wash to allow them to blend in with the existing ceiling finish.

The pumps and tank are located in the former brewhouse (a ‘lean-to’ structure outside the castle proper) on the ground floor in an area accessible only to staff. The system is fitted with a 50mm main stop valve with full test facilities (all test water is re-circulated to minimise the risk of water damage and to conserve water).

While great care has been taken to minimise the visible intrusion of sprinkler heads into visitor spaces, in some places (like the staircase) the yokes and defectors have, with the consent of the manufacturers, been painted with a water based paint to further disguise them. The appearance of the finished items are considered to be visually acceptable.

The system is supplied with two Grundfos fireSafe 150 l/min pumps rated at 3.5 bars. The pump controller is pre-equipped to be connected at some future date to a diesel-powered generator. (Installation of this addition will be dependent upon budget availability and, like the rest of the installation achieved, Scheduled Monument Consent from the Inspectorate,)

The pump controller has a built-in flow switch which is interconnected to the existing fire detection system control panel and hence via an alarm receiving centre to Grampian F&RS Control in Aberdeen.

**Lessons Learnt** It was Historic Scotland’s intention that this project should be used to determine the sorts of problems which are likely to be encountered in the installation of sprinklers in this type of historic building. It is now almost 15 years since the first significant fire suppression system was installed in a Scottish historic building (at Duff House) and many lessons were learnt from that project. The most significant factor is almost certainly the level of coordination which has to be imposed on such a project – especially in respect of issues such as pipe runs, penetrations and head locations. At Corgarff there was exceptionally good collaboration between Historic Scotland and the sprinkler installer and this included, for example, penetrations and preparing pipe runs being undertaken by Historic Scotland’s own craft workers. Careful review of pipe runs and routes have minimised both fabric disturbance and visual intrusion.

**Conclusions** This project is a good example of how a sprinkler system can be installed in an important historic building of some age without significant damage to heritage fabric or visual intrusion. The system, even though constrained by very limited space, poor power supplies and a lack of mains water will provide a key life safety system which will enable all of the building to remain open to the public and to continue to be used for education purposes. At the same time, part of Scotland’s built heritage, located in a sparsely populated area with restricted fire service cover will be provided with round the clock automatic fire suppression which will minimise the impact of any fire which might occur.

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**ABOUT THE AUTHOR:** Stewart Kidd is a consultant specialising in fire and security measures for historic and heritage buildings and is the author of Historic Scotland’s Technical Advice Notes 22 and 28. He expresses his appreciation to Mike Penderey of Historic Scotland and to David Bell of Armstrong Priestley for their help in preparing this article.

**EDITOR’S NOTE:** Reprinted with permission from Fire Prevention and Fire Engineers’ Journal, September 2007.

---

**IMPORTANT SAFETY RECALL**

Model “J” Dry Style Fire Sprinklers Manufactured by Globe Fire Sprinkler Corporation

The sprinklers may not operate in a fire, creating a risk of death or serious injury.

**AFFECTED SPRINKLERS**

- Globe Model “J” dry style fire sprinklers
- Manufactured between 1990 & 1999
- Pendent, upright, and sidewall sprinklers

**WHAT TO LOOK FOR**

- “GLOBE,” “J,” and year (1990 - 1999) embossed on flat surfaces of the frame installed in nursing homes, hospitals, long term care facilities, offices, supermarkets, warehouse buildings, and other buildings

**WHAT TO DO**

- Check areas where dry sprinklers might be installed (unheated attics, porches, freezers and coolers, parking garages, warehouses)
- Until you obtain replacement sprinklers, have working smoke detectors and adequate escape plans

To learn how to receive replacement sprinkler heads at a substantially reduced cost:

1. Call 1-800-248-0278 between 8:00 a.m. and 5:00 p.m. EST
2. Visit Globe’s web site at www.globesprinkler.com and click on the “Recall” link
3. Contact Globe by mail at 4077 Airpark Drive, Standish, MI 48658
Sway Brace Calculation Programs
Per NFPA 13 2002 and 2007

Sway Brace Products
and
Hangers that Help
### Sway Bracing Calculations per 2007 NFPA 13

#### Project/Contractor Information
- **Project:** ABC Company
- **Project Address:** 1234 Main Street
- **Project City/St:** Brea, CA 93307
- **Contractor:** AFCON
- **Contractor Address:** 9600 Klingerman Street
- **Contractor City/St:** South El Monte, CA 91733

#### Brace Pipe Information
- **Length of Brace:** 2 ft 1 in
- **Diameter of Brace:** 1 in
- **Type of Brace:** Schedule 40
- **Angle of Brace:** 45° to 59°
- **Least Radius of Gyration:** 0.42
- **L/R Value:** 100
- **Maximum Horizontal Load:** 9,996 lb

#### Fastener Information
- **NFPA 13 Fastener**
- **Listed Adapter**
- **Structural Supporting Member:** Wood
- **Orientation of connecting surface:** "B"
- **Fastener Type:** Thru Bolts-Wood
- **Fastener Diameter:** 1/2 in
- **Fastener Length (under head):** 1-1/2 in
- **Maximum Load:** 165 lb

#### Sprinkler System Load Calculation

<table>
<thead>
<tr>
<th>Diameter</th>
<th>Type</th>
<th>Length (ft)</th>
<th>Total (ft)</th>
<th>Weight per ft</th>
<th>Total Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 in</td>
<td>Schedule 10</td>
<td>39 ft + 1 ft</td>
<td>40.0 ft</td>
<td>1.81 lb/ft</td>
<td>83.26 lb</td>
</tr>
<tr>
<td>2 in</td>
<td>Schedule 10</td>
<td>1 ft + 1 ft</td>
<td>2.0 ft</td>
<td>4.22 lb/ft</td>
<td>9.71 lb</td>
</tr>
<tr>
<td>1 in</td>
<td>Schedule 40</td>
<td>1 ft + 1 ft</td>
<td>2.0 ft</td>
<td>2.05 lb/ft</td>
<td>4.71 lb</td>
</tr>
<tr>
<td>1 in</td>
<td>Schedule 40</td>
<td>1 ft + 1 ft</td>
<td>2.0 ft</td>
<td>2.05 lb/ft</td>
<td>4.71 lb</td>
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<td>2.0 ft</td>
<td>2.05 lb/ft</td>
<td>4.71 lb</td>
</tr>
</tbody>
</table>

#### Seismic Brace Attachments

- **Structure Attachment Adapter:**
  - # n/a
  - Listed load rating: n/a
- **Structure Attachment Fitting:**
  - #070 Attachment End (Threaded)
  - Listed load rating: 2,765 lb
  - Adj. load rating per 9.3.5.10.3: 1,425 lb
- **Pipe Connection Attachment:**
  - #078 Straight Attachment End Locking
  - Listed load rating: 2,015 lb
  - Adj. load rating per 9.3.5.10.3: n/a
- **Pipe Attachment Fitting:**
  - #082 Straight Attachment Angle Locking
  - Listed load rating: 2,015 lb
  - Adj. load rating per 9.3.5.10.3: n/a
- **Pipe Attachment Fitting:**
  - #082 Straight Attachment Angle Locking
  - Listed load rating: 2,015 lb
  - Adj. load rating per 9.3.5.10.3: n/a

### Seismic Brace Assembly Detail

![Seismic Brace Assembly Diagram]

- **Brace identification no.**
- **(to be used on plans)**
- **Longitudinal Brace**

#### Brace Connection
- **Valve/Fitting Factor:** 2007 - 1.15
- **Total weight of water-filled pipe:** 114.18 lb
With a seven-year history of exhibiting at the International Builders’ Show (IBS), the Home Fire Sprinkler Coalition (HFSC) has established itself as an important resource for members of the homebuilding industry.

Initially, HFSC had a 10 ft x 10 ft booth at IBS in an area far away from the main hall that generated a small amount of traffic from builders. HFSC saw an increase in interest when it became a sponsor of the “Behind the Walls” program sponsored by Professional Builder magazine. A house was built in the parking lot at the IBS convention center. In parts of the house the drywall was not hung, showcasing systems that you normally can’t see when the house is finished. It was a natural for HFSC because it allowed thousands of homebuilders who toured the home to see how a residential fire sprinkler system was designed and installed and the various system components, like the CPVC pipe, sidewall and concealed sprinklers. For many builders, it was their first exposure to residential sprinklers. From that point forward, HFSC has made great strides in developing relationships with members of the building industry at IBS.

Through support from the fire sprinkler industry including Globe, Reliable, Tyco, Viking, Victaulic and BlazeMaster®, and through funding from Fire Act Grants, HFSC is a major exhibitor at IBS with a 1,500 ft² booth in the main hall. Every year, thousands of homebuilders stop by the booth to view samples of residential fire sprinklers and pipe or to pick up free educational materials. Through the Fire Act Grant funding, HFSC developed the “Built for Life” builder education kit with a 17-minute video featuring spokesperson Ron Hazelton, best known as home improvement editor of ABC’s Good Morning America. In the video, he walks through a home under construction showing the details behind the design and installation of a home fire sprinkler system. More than 30,000 “Built for Life” kits have been distributed.

The center attraction at the HFSC booth has been the “Built for Life” game, hosted by Hazelton. The game gives attendees the opportunity to answer a question about home fire sprinklers. Correct answers are rewarded with a chance to spin the wheel and claim a valuable prize. Throughout the conven-
By teaming up with members of the fire sprinkler industry in this collective exhibit, HFSC is able to provide homebuilders and developers with the facts they need at their convenience.

“We want to bring our public safety message directly to the homebuilding industry,” says HFSC Chair Gary Keith. “We recognize that the concept of offering sprinklers to customers is still new to many homebuilders. By exhibiting at IBS along with our partners from the sprinkler industry, we can help homebuilders gain the information they need about the fire protection technology while helping them separate out the fiction that is so pervasive.”

Over the years, HFSC’s IBS exhibits have also provided the opportunity to poll homebuilders to better understand their interests, concerns and misconceptions about offering home sprinkler systems to their customers. HFSC has utilized these findings to improve its educational outreach. In fact, the “Built for Life” program was designed specifically to respond to the types of questions HFSC has received through years of exhibiting at the IBS.

For builders who routinely install sprinklers in the homes they build, HFSC offers the “Living with Sprinklers” kit. Homebuilders use it as a leave behind to help new homeowners understand the value of their installed fire sprinkler system and learn usage and simple maintenance tips.

“HFSC’s sole purpose is to educate the public about the value of installed fire sprinkler protection,” adds Keith. “We know that a powerful and strategic partnership with the homebuilding industry is a critical component of effective public education.

“As builders begin to understand that a more fire-safe home is a more valuable product, more systems will be installed every year. That’s going to improve the infrastructure of the community and ultimately save lives.”

ABOUT THE AUTHOR: Peg Paul owns and directs Peg Paul & Associates (PPA), a marketing communications agency that specializes in developing and implementing multi-integrate-dinformation and education campaigns. While the agency supports a wide range of client needs, PPA has established a niche in public safety promotion, and has been retained for this purpose by some of the leading national and international safety advocacy groups, trade associations and industries. Paul has more than 20 years of experience in the field.

When Local Authorities Talk About Sprinkler Trade-Ups Savvy Home Builders Listen

Cost-saving fire sprinkler incentives are commonly referred to as “trade ups.” Increasingly offered by municipal authorities to developers and homebuilders who install fire sprinkler systems, trade ups allow generous and advantageous design or construction flexibility. In return for increased public safety for the community, these benefits hold down development construction costs and can improve profit margin.

Trade ups differ depending on the Authority Having Jurisdiction, but common sprinkler trade ups currently being offered in the U.S. and Canada include:

Street Width Reduction: Traffic lanes may be narrowed, substantially reducing the amount of pavement in every linear foot of street in the development.

Longer Dead-end Streets: Dead-end streets may be increased in length allowing additional building lots to be accessed.

Tee Turnarounds Permitted: The permitted use of tee turnarounds in sprinklered developments can create at least one additional lot per cul-de-sac.

Increased Street Grades and Building Setbacks: Steeper street grades and building locations further from paved fire vehicles access may be permitted.

Additional Units Permitted: Although the actual percentage may vary, increases up to 20 percent are not uncommon.

Expansion of Existing Water Supply May Not Be Needed: Required fire flows for fully sprinklered developments can be greatly reduced compared to non-sprinklered developments.

Increased Hydrant Spacing: Supply mains may be reduced and hydrant spacing can be increased.

Authorities are willing to offer trade ups to homebuilders because fire sprinkler technology dramatically increases the level of fire safety of the new residential properties. That’s important since homes are where the majority of fire deaths take place; more than 80 percent, in fact.

By installing fire sprinklers in new homes, builders are helping to reduce the potential for fire death in the community. That powerful public safety improvement overrides the need for other, often expensive, building and construction mandates typically required in new developments.

Fire sprinkler trade ups are not just good for builders and developers. Installed automatic fire sprinkler systems help prevent fire deaths over the life of the home – generation after generation. By enhancing public safety without unduly impacting municipal budgets, sprinklers benefit entire communities.

Visit the Builder section of HFSC’s Web site to learn more: http://homefiresprinkler.org/Build/BuildTradeups.html
Learn the Art of Design

Attend a 2008 Beginning Fire Sprinkler System Planning School

The American Fire Sprinkler Association (AFSA) announces the schedule for its 2008 Beginning Fire Sprinkler System Planning School offering focused training on sprinkler system layout. Nine classes have been scheduled for 2008 including: February 4-15, March 3-14, April 14-25, May 12-23, June 16-27, July 14-25, August 11-22, September 22 – October 3, and November 3-14.

The school, held at AFSA's training center in Dallas, presents a practical, comprehensive approach to preparing fire sprinkler system drawings. Students receive two full weeks of instruction: 60 percent is study and review of NFPA 13 (2007 edition) and 40 percent is preparation of fire sprinkler system layout, shop drawings and hydraulic calculations. Designed to train a beginner to be productive immediately upon returning to work, this class is geared toward those with no experience or those who need assistance with design. Students learn by actually planning and drawing sprinkler systems while studying and applying NFPA 13 (2007 edition).

Attendees are given the tools to accelerate the comprehension of plans and various types of building construction for proper sprinkler spacing applications; determine the proper and economical planning of fire sprinkler system layout and installation methods; know the importance of sprinkler specifications, types of pipe, hangers, fittings, flow tests, etc.; learn to develop shop drawings from start to finish; learn to coordinate with other trades such as plumbing, mechanical, structural and electrical; perform manual hydraulic calculations, preparing the student for an easier decision-making process when using a computer to perform hydraulics; and prepare shop drawings in class for projects with different applications.

All of the 2007 schools sold out well in advance, and with a maximum enrollment of 18 students per school, early registration is encouraged. Registration costs $1100 for AFSA members and $1600 for non-members. Enrollment is open to AFSA contractor members only until 6 weeks prior to each session, and registrations may only be made in writing.

Visit www.firesprinkler.org or contact Leslie Joplin at ljoplin@firesprinkler.org or (214) 349-5965 ext. 130 for details.
NEW Swivel Attachment*
- Connects hanger rod to pitched roof
- Upper attachment for end of branch line restraint
- Seismic upper attachment for hanger rod
- Up to 90° swivel capabilities
- UL listed for 3/8” rod size, up to 4” pipe size load capacity

*Patent Pending

NEW Double Offset Hanger for CPVC*
- 1-1/2” x 1-1/2” double offset for 3/4” and 1” pipe
- Retro-fit capable, pipe “snaps” in
- No pre-installation required
- Uses standard #10 x 1” screws, supplied with all TOLCO CPVC hangers
- UL listed as a hanger and restrainer for fire sprinkler pipe

*Patent Pending
AFSA has developed and hosted via its e-learning courseware portal eCampus, the first of four one-hour courses focusing on hydraulic calculations for automatic fire sprinkler systems. These courses, created by fire sprinkler expert Russ Leavitt, S.E.T., president and CEO of Telgian, Inc., focus on giving layout technicians and others seeking NICET certification as well as Authorities Having Jurisdiction (AHJ) the foundations in key subjects of calculation models and applications, and working knowledge of NFPA 13.

Upon completion of this course, you will understand basic terminology; understand basic hydraulic concepts including pressure, density, area of coverage, and friction loss; be familiar with standard formulas for calculation area of operation (or coverage), minimum flow, sprinkler operating pressure, and K-factors; and lay foundation for study of friction loss formulas and simple single line calculations.

Part One in Hydraulic Calculations came online with great success in late November. The subsequent second, third, and fourth courses will cover more advanced design criteria and will be available in early 2008.

For more information about this and other courses, visit AFSA’s Web site, www.firesprinkler.org and click on the featured “Click Here to Enroll: Fire Sprinkler eCampus” link in the center of the page.

- Go to search criteria -> Licenses. Select the “AFSA-Fire Sprinkler Industry” tab under the “licenses” drop menu in the center of the page.
- To find the hydraulics courses offered go to “keyword” and type “hydraulic.”

Enroll today and get the skills you need to advance your career. Browse the full eCampus course catalog online today at www.firesprinkler.org.
Sprinkler System Saves Apartment Complex and Residents

Single Sprinkler Extinguishes Grease Fire

A fire at an apartment complex in Burlington, Vt. could have had tragic results if not for an automatic sprinkler system and fast-responding firefighters. On October 9, 2007, the Burlington, Vt. Fire Department responded to a fire alarm activation at the The Bus Barn Complex, a low-income apartment complex of a mix of two renovated trolley barns and two new three-story eight-unit apartment buildings. When firefighters arrived in less than three minutes, they found that a single sprinkler had extinguished a grease fire in the kitchen of Unit 10.

“One occupant had been preparing a meal and had heated some cooking oil in a saucepot,” recalls Fire Marshal Terry Francis. “She became distracted with table preparations and returned to the kitchen to discover that the oil had ignited.

“The fire intensified when the occupant removed the flaming pot from the stove, placed it on the rim of the sink, and sprayed tap water into the flame pot. The mix of water and burning oil caused a veritable explosive reaction. The ensuing fireball spread the atomized oil onto the wall and cabinets surrounding the sink area.

“Within moments the sprinkler head, directly over the occupant, activated and completely extinguished the fire. Simultaneously, the fire alarm system, which electronically monitors the sprinkler system, immediately notified the fire department and sounded the building’s fire alarm.”

The occupant was treated for respiratory difficulties only and a second occupant was unharmed. Firefighters were able to immediately stop the flow of water to the single activated sprinkler head and cleared the smoke from the apartment. Clean-up crews were at work in less than two hours, removing water from flooring and cleaning light smoke stains from the walls and cabinets in the kitchen. There was no smoke, heat or fire damage to any other part of the two-bedroom apartment, nor was there any damage to the other 11 units in the apartment building. The tenants were back home the next day. Damages were estimated at less than $5,000.

“This fire demonstrates the importance of a family actively practicing fire prevention and the significance of having fire sprinklers in the home,” states Francis. “These occupants made several critical errors; fortunately, there were fire protection systems (a working sprinkler system, smoke and fire alarm systems, and automatic fire department notification) built into this apartment building. These systems in combination with early intervention by the fire department kept damages to a minimum.”

EDITOR’S NOTE: For further information, contact Burlington Fire Marshal Terry Francis at 802-864-5677 or 802-316-0471. Thanks to Tim Stone, chairman of AFSA’s Northern New England Chapter for sending in this success story.
CHAPTER NEWS

Louisiana The Louisiana Fire Sprinkler Association had its first annual Golf Classic tournament Monday, November 5, 2007 at Santa Maria Golf Course in Baton Rouge, La. The event was in honor of Brad Bella, and the association donated the net revenues to the Juvenile Diabetes Research Foundation (JDRF).

The event was a huge success, far exceeded everyone’s expectations, and resulted in a donation of $10,000 for the Louisiana Chapter of JDRF.

The Fire Tech Systems, Inc. team consisting of Linda Biernacki, Richard Biernacki, Jason Black, and Bud Flores took home first place honors. Following in a close second was the team from GVSI, Inc. including Mike Lloyd, Steve Jenkins, Randy Roberts, and Bing Stewart. Rounding out the top three were Alan Laguna, Randy Laguna, Herman Middlebrook, and Eric Dishongh all from Merit Sprinkler. The prize for longest drive went to David Barham, and closest to the pin went to Janet Simoneaux.

Many thanks to the volunteers who assisted in making the event such a success including, but not limited to Golf Tournament Committee Members Don Albares, Danny Oliver, Richard Booth, Linda Biernacki, V.J. Bella, Doris Long and Kim Harris for their efforts to ensure a smooth fundraiser, and all the golfers and sponsors who participated in and supported the event. For more information, contact Chapter President Linda M. Biernacki via email at lbiernacki@firetechsystems.com or call (318) 688-8800.

Mid Atlantic The Mid-Atlantic Chapter of AFSA held its December dinner meeting at the Doubletree Hotel in Plymouth Meeting, Pa. Thursday, December 13, 2007 from 5-8 p.m., featuring a seminar overview geared towards managers and owners who deal with contracts titled “Identifying Killer Contract Clauses and How to Avoid Them!” presented by Joe Creighton, Tilley Fire.

Creighton conducted an informational presentation covering loop-holes and fine print issues which sprinkler contractors must be aware of when reviewing and signing contracts. The following issues were covered: Retaining and Transferring Risk, Top Potential Company-Killer Clauses, Language Suggestions, Negotiating Killer Clauses. For details, contact Chapter Executive Director Deb Covino at Mikewdeb@aol.com.

New Jersey The New Jersey Chapter of the American Fire Sprinkler Association held a dinner meeting at Fernandes Steak House in Newark, N.J. Wednesday November 7, 2007 to elect its 2008 chapter officers. The evening’s guest speakers Debra Weisert, Associated Builders & Contractors, and Mr. Paul J. Bent, Pathways Government Relations, lead discussion on prevailing wage. For more information, contact Chapter Chairman Thomas Bravante at 973-331-9211.

North Central The AFSA North Central Chapter held its final meeting of 2007 over lunch at Tailgator’s in the Sioux Falls, S.D. area Thursday, November 15, 2007. The agenda included new board officers, chapter invoicing, and the annual training session in St. Cloud, Minn. For details contact Chapter Executive Director Dave Sorns in at dsornsinf@nardinifire.com or at 701-235-4224.

Pacific Northwest At the November 14 meeting of AFSA’s Pacific Northwest Chapter, Bill McKay, Advanced Fire Protection, Inc., discussed the fitter certification bill. After dinner Matt Mullaney spoke about Flexhead drops. Mark Hoyt noted that Flexhead was the only product of its type compatible with BlazeMaster.
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Sprinkler Age | January 2008

The September meeting of the Georgia Fire Sprinkler Association (GFSA) was held at the Marriott Perimeter Center on Tuesday, September 11, 2007. Banks Haley opened the meeting by requesting prayer and then, welcoming the following guests: Walter Lee, Flex Drop; Chris Sharp, Tyco; and Stephen Duckworth, Wilkins.

Attorney David Hendricks spoke on the new “no match” procedure the federal government is using regarding new employees. There is a new process the employer must go through. It is a safe harbor as long as the employer follows the guidelines. Hendricks will provide the regulations for distribution to the membership. He also said the State legislature may be overhauling the lien law and spoke on the indemnification laws. There is a new study committee looking at the options.

Chapter Executive Director Billy Wood announced that he had been contacted by the Georgia Industrial Children’s Home in Macon, which handles abandoned and neglected children. They need sprinklers installed in four cabins, three are approximately 3,500 ft² with 12 rooms and the fourth is 2,700 ft². Wood challenged contractors and suppliers to assist in the installation of sprinkler systems. In return, for example, if the employee works 40 hours at a rate of $25 per hour, the Children’s Home will provide the employer with a tax-deduction letter for that amount.

GFSA is also working with Carrollton Printing for the 2008 calendar. The theme for the calendar is “Practice Your Escape Plan,” which works well with the insert in the center of the calendar that provides instructions for planning an escape plan. The group has made arrangements for the printer to provide 40,000 to 50,000 extra copies of the insert, which will allow the third grade children to take one home.

The subject of this contest is “Residential Automatic Fire Sprinklers.” Notice of the contest was sent to 500 schools. Details can be found at http://www.afsavirginia.com.

Anthony Shultz reported that DHCD is holding meetings to discuss changes for the next edition of the State Building Code. For more information, contact Howard H. Summers, Jr., executive director, at hhsummers@cox.net.

Southern California The American Fire Sprinkler Association Southern California Chapter meeting was held on October 17, 2007 at Mr. Stox Restaurant in Anaheim, Calif. Introductions were made around the room, and it was announced that Title 19, Division 1, Chapter 5 was amended to incorporate NFPA 25, 2002 edition. NFPA 25 went out in January. For more information contact Chapter Executive Director Nancy Nelson at nancy.nelson@cox.net or 714-815-6783.

Virginia The AFSA Virginia Chapter held its meeting November 6, 2007 with 33 members in attendance. The proceeds from this year’s golf tournament allowed the chapter to donate $20,000 to each of the recipients – the Old Dominion Professional Firefighters Foundation and the Central Virginia Children’s Burn Camp. President Hairfield thanked the Golf Committee for doing an outstanding job. Due to the demand, the Golf Committee is considering an a.m. and p.m. session for 2008. The 2008 tournament will be held September 10, 2008.

Ron Reynolds announced the start of the 2007-2008 Essay Contest. The subject of this contest is “Residential Automatic Fire Sprinklers.” Notice of the contest was sent to 500 schools. Details can be found at http://www.afsavirginia.com.

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ASSOCIATION NEWS

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For more information, contact GFSA Secretary Bobby McCullough, at 678-730-4312 or email bobby@allsouthsprinkler.com.
Why use FlexHead flexible fire sprinkler connections?

More productive installers.

You know how labor costs affect profitability. The key is to give your people the tools they need to accomplish more. Work with FlexHead Industries, and those high-productivity tools are the very equipment your people are installing! 

**Flexible fire sprinkler connections from FlexHead Industries connect sprinkler heads to sub-mains at least four times faster than hard-pipe armovers.**

FlexHead connections slash your installation costs and make your installers more productive. You see the benefits in a more flexible schedule.

- The flexible connection between the sprinkler head and the branch line makes it easy to work around surprise obstructions in the field.
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The shorter time to occupancy pleases owners. You enjoy the increased productivity with virtually no punch list items.

Seismically qualified.

FlexHead connections allow for independent movement between sub-mains and ceilings. They’re the only flexible sprinkler connection to be qualified for use in Seismic Design Categories C, D, E and F. They meet all International Building Code requirements without needing an unsightly oversized ring, sleeve or adaptor where the ceiling meets the sprinkler head.

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Visit www.flexhead.com for technical data sheets, specifications and more!
“Become a Life-Saver” Program Can Help Recruiting Efforts

Available exclusively and free-of-charge to members, the American Fire Sprinkler Association’s (AFSA) “Become a Life-Saver” program is a comprehensive resource to connect employers nationwide with bright, young people looking for a good job in a great industry. This highly targeted campaign combines recruitment, education, and industry awareness materials to let people know that a career in the fire sprinkler industry has a real future: one that offers good pay and benefits, and the opportunity to earn while you learn to help save lives.

All campaign components can be altered at most printers to include personal information such as company logo, name, phone, fax, etc. Flexible and scalable enough for use in a variety of media needed to obtain maximum exposure to recruits, “Become a Life-Saver” enables sprinkler contractors, large and small alike, to bring bold, concise, benefit-rich, professionally-crafted and truly differentiated recruitment messages to large audiences. Complete with detailed instructional guide, this program features black and white as well as color print ads, classified display ads, English and Spanish language brochure, display banners, direct mail piece, PowerPoint presentation, radio ad scripts, sample newspaper article, and high school guidance program mailing.

As part of the “Become a Life-Saver” campaign, AFSA created a toll-free hotline and a dedicated Web site to help its members connect with prospective employees. Available 24/7 online at www.firesprinklercareers.com or 877-JOB-AFSA, AFSA’s “Fire Sprinkler Careers” Web site and toll-free number aim to educate candidates about the fire sprinkler industry and link them with local members who might be hiring. For details, visit AFSA’s Web site at www.firesprinkler.org and click on the featured “Become a Life-Saver” icon.

Calendar

February
4 - 15
AFSA Beginning Fire Sprinkler System Planning School
Dallas, Texas

13 - 16
NAHB International Builders’ Show
Orlando, Fla.

March
3 - 14
AFSA Beginning Fire Sprinkler System Planning School
Dallas, Texas

6 - 8
ASA Business Forum & Convention
Charleston, S.C.

April
14 - 25
AFSA Beginning Fire Sprinkler System Planning School
Dallas, Texas

May
12 - 23
AFSA Beginning Fire Sprinkler System Planning School
Dallas, Texas

June
2 - 5
NFPA World Safety Conference & Exposition®
Las Vegas, Nev.

16 - 27
AFSA Beginning Fire Sprinkler System Planning School
Dallas, Texas

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Now seismic joints for fire sprinkler systems are easy.

One hanger. Two connections. Done.

The Fireloop® expansion joint is fast, simple and extremely compact. Available in 4-inch, 8-inch and 24-inch movements. It’s factory tested and saves you time and money.

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Firefighter GL is a Glycerine based antifreeze which is compatible with all approved types of pipe, including BlazeMaster® CPVC sprinkler pipe and fittings.

FireFighter PG is a propylene glycol based antifreeze which is compatible with all approved types of sprinkler systems except CPVC.

FireFighter GL and PG are available throughout the U.S. through wholesale distributors. Please contact Noble Company for your local representative and wholesaler. Specifications, installation design, installation techniques and unique applications will be reviewed upon request. Additional product information and MSDS are available through our website.
Indoor Plumbing

I moved to Riverton, Kansas in 1952. It was a pretty small area back then. I am not sure what it looks like today. At that time, my father rented a house on one of the rural routes. For the lack of a better term, the house could be considered somewhat primitive. For example, it only consisted of four rooms; there was no electricity and no running water in the house. It was heated with a wood stove and, most important, had no indoor plumbing. Any time we felt the need to quench our thirst we had to use a hand pump in the backyard and if we were following nature’s call, regardless of time of year or weather conditions, we had to trek some 50 feet out to use a facility that was affectionately known as “a four holer.”

I don’t live like that today. And, frankly, I think the largest percentage of our population today doesn’t live that way, either. I am sure that somewhere in rural America there are still places that utilize facilities similar to what I just described, but the concept of indoor plumbing is pretty much taken for granted by most people. If someone was going out to buy a house today it is very unlikely that they would have to choose between the options of indoor plumbing or no indoor plumbing.

In the words of current colloquialism, that is a real no-brainer. On the other hand, when a person does buy a home they do have all sorts of other choices. For example, you could choose to “upgrade your carpet.” Or you can spend an awful lot of money on amenities such as tile in your bathroom or granite on your kitchen sink.

Moreover, it is becoming more and more common for developers to provide structures that are “green.” The concept of the green building is one that doesn’t consume an awful lot of energy nor does it impact the environment any more than is natural.

If you go into many model homes today, it is very likely that you will see all of these options and alternatives arrayed on a wall somewhere with a cost factor attached to every single one of them. Here is my rhetorical question for you. How many times have you seen a residential sprinkler highlighted as an option and, moreover, if you did see it as an option how many people do you think would actually take it?

I wouldn’t have written that paragraph if I didn’t think that the answer was “not very often,” in both cases. The fact is that the consuming public has not gotten with the program that residential sprinkler advocates have been suggesting for the last 30 years; install sprinklers when the home is new. To the contrary, the consuming public still seems to be more worried about upgrading their home to meet aesthetic accommodations rather than fire and life safety.

Now before you think I am going to blame them, I am not. Frankly, I think when a person buys a new home having a fire in that home is absolutely the last thing that goes through their mind. To the contrary, they are more concerned about whether they can afford the mortgage and just exactly how much more is it going to cost them to do the landscaping and to buy the furnishings to make a house look like a home.

The challenge for us in the fire service is to craft a message to the buyers of new homes that appeals to their sense of responsibility for their family and their lives. Most of the battles that have been fought over residential sprinklers have been fought in city council chambers and in debates in a political context. The message has yet to be delivered to the average citizen in a way that begins to resonate with them.

I have always been curious as to why we have not been able to mount a campaign that has been as effective as the anti-smoking campaign. In a period of probably the last 20 years, we have actually gone from a society in which smoking was condoned just about any time, any place, anywhere, to one in which smokers are considered to be an inconvenience on society. We have anti-smoking ordinances, we have designated areas in which smoking can occur and it is a constant struggle to try to keep young people from starting to smoke.

Where is the similar campaign to demonstrate to people that there is a better solution to make sure that your home, which might be your castle, needs a little help in order to remain intact?

Part of the problem resides in the fact that we don’t seem to have a very good grasp on just how effective sprinklers are in dealing with this specific problem. In other columns I have alluded to the fact that we don’t do much outcome analysis nor is anybody really tracking our success stories with the exception of anecdotal information. I appreciate the anecdotal information and, moreover, I appreciate what is going on in those communities that have gone through recognition by the Residential Fire Safety Institute (RFSI) with regard to having no fire fatalities.

But the campaign needs to be done at a much higher level. I am not sure who is going to pay for it. I don’t think that there is a readily available funding source. The United States Fire Administration and our respective professional organizations have done an admirable job in trying to advocate this message,
For Some Jobs, The Insurance Premium Should Be Higher

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Convenient payment plans • Free certificates of insurance within 24 hours • All carriers are "A" rated

www.AlMinicolaInsurance.com
but there is yet to be a consumer advocate – the Ralph Nader of sprinklers – who is standing on the stump heralding the use of automatic fire protection.

In keeping with the concept that it takes years and years to be an overnight success, perhaps some of our public education efforts need to be redirected into a totally different arena. Instead of arguing the case about residential sprinklers at the political level, perhaps we should be populating every source of information that we can get our about lifestyles. In the past there have been articles published in non-fire protection magazines about sprinkler protection but not to any real large degree. Pursuing more opportunities to share this message in magazines such as Good Housekeeping, Sunset, Popular Mechanics, and Popular Science may do more to continue to raise the level of public consciousness than the limited amount of public education we do to those who have already purchased a home that has sprinklers in it.

It is not as if someone hasn’t tried. In my files I have an advertisement from a Saturday Evening Post from the turn of the century that talks about installing “junior sprinkler systems.” The ad was paid for by Grinnell Sprinklers. If we can only go back to that era and find out why that campaign fell on deaf ears, we might have some understanding of why it is so difficult to get the public interested in fire protection today.

Success in sending a message, more often than not, is not always the function of motivation but rather that of persistence. As we move forward with the development of information on residential sprinklers, we have got to find younger and younger audiences to listen to that story. When those younger audiences emerge as homeowners, parents, businessmen and women and community advocates, then they have a totally different perspective than those who were raised lacking that knowledge.

At the local level we need to be doing a better job also. I have seen some outstanding materials developed by communities that have a sprinkler ordinance in place. Most are given to a property owner after they have purchased the home. But, there are always opportunities to improve upon that situation by giving those materials to those who do not have a sprinklered home. Many communities have done a good job at that, too. You might be wondering what I am referring to so let’s get specific. The Web sites listed in Table 1 at the top of this page provide access to a vast array of public education materials. As a fire prevention professional, you should be accessing them every chance you get. It doesn’t matter that you don’t have a sprinkler ordinance. This is where you get the groundswell to support one once the time is right. Have you ever visited the sites?

If you haven’t visited them, why not? The more you learn the more you can share with others.

Then, lastly, when it comes to making sprinklers a household word, fire departments should be making sure that every time that a fire occurs in an unsprinklered dwelling and a person is lost, injured or even displaced, or if a fire fighter is injured or killed, a statement in the press release should read “the building was not equipped with sprinklers.” That is a story we should be telling over and over again.

I still live in a sort of rural area, but I don’t live in a house that has outdoor plumbing. I have sprinklered my two residences in San Clemente and am in the process of retrofitting another. Maybe someday there will be a person who can say that they remember way back when sprinklers were not available, but now they live under the umbrella of their protection.

When sprinklers are as taken for granted as household plumbing, the world will be a safer place.

ABOUT THE AUTHOR: Ronny J. Coleman is president of the Fire and Emergency Television Network (FETN). He is the former California State Fire Marshal, past president of the International Association of Fire Chiefs and currently serves as chairman of Board of Trustees for the Commission on Fire Accreditation, International and the NFPA Committee on Fire Protection in the Motion Picture and Television Industry. Coleman was honored by AFSA as 1989 recipient of the Henry S. Parmelee Award.

Table 1. Sprinkler information resources.

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<td>The Center for Campus Fire Safety</td>
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<td>Residential Fire Sprinkler Coalition</td>
</tr>
<tr>
<td>United States Fire Administration</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>News Articles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential Fire Sprinklers: The Logical Choice For Saving Lives and Property</td>
</tr>
<tr>
<td>Scottsdale Quick Facts</td>
</tr>
<tr>
<td>Vancouver Fire Department's Sprinkler Success</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>URL</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.firesprinkler.org">www.firesprinkler.org</a></td>
</tr>
<tr>
<td><a href="http://www.campusfire.org">www.campusfire.org</a></td>
</tr>
<tr>
<td><a href="http://www.fireteamusa.com">www.fireteamusa.com</a></td>
</tr>
<tr>
<td><a href="http://www.fireteamtennessee.com">www.fireteamtennessee.com</a></td>
</tr>
<tr>
<td><a href="http://www.homefiresprinkler.org">www.homefiresprinkler.org</a></td>
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<tr>
<td><a href="http://www.homesafetycouncil.org">www.homesafetycouncil.org</a></td>
</tr>
<tr>
<td><a href="http://www.firesafehome.org/indexFlash.html">www.firesafehome.org/indexFlash.html</a></td>
</tr>
<tr>
<td><a href="http://www.usfa.fema.gov/safety/sprinklers">www.usfa.fema.gov/safety/sprinklers</a></td>
</tr>
</tbody>
</table>

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<tr>
<th>URL</th>
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<tbody>
<tr>
<td><a href="http://www.homefiresprinkler.org/FS/Scottsdale15.html">www.homefiresprinkler.org/FS/Scottsdale15.html</a></td>
</tr>
<tr>
<td><a href="http://www.city.vancouver.bc.ca/fire/fire_prev/sprinkler.html">www.city.vancouver.bc.ca/fire/fire_prev/sprinkler.html</a></td>
</tr>
</tbody>
</table>
Are you having difficulty insuring your residential or commercial operations? Facing coverage reductions?
At RISC, Inc. we have the tools of the trade to protect your business. Backed by an insurance carrier with excellent financial strength, we can cover your general liability and umbrella needs providing you with the peace of mind you deserve. This program is available through your local agent – we can even contact them on your behalf. You get a comprehensive national program with the convenience of local service.

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or visit our Web site at www.gorisc.com

Endorsed By

American Fire Sprinkler Association

This program is available in all states, except Delaware. Some restrictive coverage and limits may apply in certain states for residential exposures.

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New Members

The following is a list of new members that have joined as of December 11, 2007.

<table>
<thead>
<tr>
<th>Region 1</th>
<th>Region 2</th>
<th>Region 3</th>
<th>Region 6</th>
<th>Region 7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designer</td>
<td>Contractor</td>
<td>Contractor</td>
<td>Contractor</td>
<td>Contractor</td>
</tr>
<tr>
<td>Thomas McClintock</td>
<td>Jason Austin</td>
<td>Robert McDowell</td>
<td>Daniel Merkle</td>
<td>Chris Springston</td>
</tr>
<tr>
<td>Honolulu, HI</td>
<td>Phoenix, AZ</td>
<td>Palatine, IL</td>
<td>East Rochester, NY</td>
<td>Bellingham, MA</td>
</tr>
</tbody>
</table>

AFSA Chapter Meeting Schedule

Arizona
As called by Chair.
Mike Bair – Chair.
602-262-4784
Becky Grantham – Exec. Dir.
602-527-1162

Carolinas
Joe Harrison – Chair.
336-475-6181
Joe Hankins – Exec. Dir.
336-357-0550

Chesapeake Bay
Greg Prentice – Chair.
410-381-1400
Danielle Fowler – Exec. Dir.
410-964-0841

Connecticut
As called by Chair.
Robert Hollis – Chair.
203-238-2122
Ina Boucher – Exec. Dir.
203-238-2122

Florida
David Varga – Chair.
727-323-0145
Chuck Aikens – Exec. Dir.
863-357-2600

Greater Bay Area
Charles Quickert – Chair.
510-490-7873
Lorelei Ostrander – Exec. Dir.
926-913-0145

Greater Kansas City
As called by Chair.
Pat Doherty – Chair.
913-894-0010

Louisiana
Linda Biernacki – Chair.
318-686-8800

Mid-Atlantic
Joseph C. Stough – Chair.
215-345-8066
Deb Covino – Exec. Dir.
215-794-2978

Nevada
Gordon Marx – Chair.
702-384-2932
GiGi Burns – Exec. Dir.
702-210-7505

New Jersey
Thomas J. Bravante – Chair.
973-331-9211

New Mexico
2nd Wed. of each month
Ida Peralta – Chair.
505-573-6712
Dave Wilson – Exec. Dir.
505-573-6712

North Central
As called by Chair.
Michael Winiecki – Chair.
651-484-5903
David Sornsin – Exec. Dir.
701-235-4224

Northern New England
G. Tim Stone – Chair.
902-434-2988
Bob Broughton – Exec. Dir.
802-899-3769

Pacific Northwest
Bill McKay – Chair.
425-483-3567
Ron Greenman – Exec. Dir.
253-576-9700

Sacramento Valley
As called by Chair.
Joel Myers – Co-Chair.
916-381-4101
Byron Weisz – Co-Chair.
209-334-9119
Pamela Emmert – Exec. Dir.
916-973-4343

San Diego
As called by Chair.
L. David Sandage – Chair.
619-266-6030
Susan Davis – Exec. Dir.
619-266-6030

South Carolina
Jack Knight – Chair.
843-664-0077
Dwight G. Hayes – Exec. Dir.
803-438-9369

Southern California
J. Moyer – Chair.
951-735-2560
Nancy Nelson – Exec. Dir.
714-815-6783

Virginia
Michael Haifield – Chair.
804-991-1922
Howard Summers – Exec. Dir.
757-486-3103

Yankee
Thomas O’Connor – Chair.
401-723-7300
Amanda Wilson – Exec. Dir.
508-341-1500

AFSA Affiliate Meeting Schedule

Alabama Affiliate
Kit Brindle – Pres.
334-270-8571
Greg Willis – Exec. Dir.
334-567-4681

Georgia Affiliate
2nd Tue. of month
Jeff Trew – Pres.
404-226-8304

Maine Affiliate
As called by President
Douglas Rennie – Pres.
207-284-8413

Oklahoma Affiliate
3rd Thur. of each month
Jim Younger – Pres.
918-266-2416

Texas Affiliate
Art Hartman, Jr. – Pres.
972-991-7170
Carol McCain – Exec. Dir.
281-361-8069
October Construction Unchanged From Prior Month
At a seasonally adjusted annual rate of $570.4 billion, new construction starts in October stayed essentially the same as September, according to McGraw-Hill Construction. While total construction was unchanged, there was a varied performance by construction’s main sectors. Nonresidential building showed renewed growth after retreating in September, but a loss of momentum was reported for residential building and public works. During the first ten months of 2007, total construction on an unadjusted basis came in at $530.0B, down 10 percent from the same period of 2006. Excluding residential building, new construction starts in the first ten months of 2007 advanced 4 percent compared to last year.

Monthly Summary of Construction Contract Value
Prepared by F.W. Dodge Group
McGraw-Hill Information Services Company
MONTHLY CONSTRUCTION CONTRACT VALUE
Seasonally Adjusted Annual Rates, In Millions

<table>
<thead>
<tr>
<th></th>
<th>Oct. 2007</th>
<th>Sept. 2007</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonresidential Building</td>
<td>$221,843</td>
<td>$203,217</td>
<td>+ 9</td>
</tr>
<tr>
<td>Residential Building</td>
<td>$239,062</td>
<td>$248,715</td>
<td>- 4</td>
</tr>
<tr>
<td>Nonbuilding Construction</td>
<td>$109,472</td>
<td>$117,831</td>
<td>- 7</td>
</tr>
<tr>
<td>Total Construction</td>
<td>$570,377</td>
<td>$569,763</td>
<td>-0-</td>
</tr>
</tbody>
</table>

THE DODGE INDEX
(Year 2000=100, Seasonally Adjusted)
October 2007.................................121
September 2007.................................121

YEAR-TO-DATE CONSTRUCTION CONTRACT VALUE
Unadjusted Totals, In Millions

<table>
<thead>
<tr>
<th></th>
<th>10 Mos. 2007</th>
<th>10 Mos. 2006</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nonresidential Building</td>
<td>$189,502</td>
<td>$181,367</td>
<td>+ 4</td>
</tr>
<tr>
<td>Residential Building</td>
<td>$228,248</td>
<td>$298,752</td>
<td>-24</td>
</tr>
<tr>
<td>Nonbuilding Construction</td>
<td>$112,276</td>
<td>$108,630</td>
<td>+ 3</td>
</tr>
<tr>
<td>Total Construction</td>
<td>$530,026</td>
<td>$588,749</td>
<td>-10</td>
</tr>
</tbody>
</table>

Canada Construction...
October CANADATA Figures on Construction Starts

<table>
<thead>
<tr>
<th>Types of Construction</th>
<th>Oct. 2007 ($ Millions)</th>
<th>Oct. 2006 (% Change)</th>
</tr>
</thead>
<tbody>
<tr>
<td>RESIDENTIAL</td>
<td>17723</td>
<td>15307 4 %</td>
</tr>
<tr>
<td>COMMERCIAL</td>
<td>7589</td>
<td>4771 39 %</td>
</tr>
<tr>
<td>Major Sub-categories:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office Buildings</td>
<td>2960</td>
<td>1651 57 %</td>
</tr>
<tr>
<td>Stores</td>
<td>1904</td>
<td>1054 63 %</td>
</tr>
<tr>
<td>INSTITUTIONAL</td>
<td>6722</td>
<td>4493 31 %</td>
</tr>
<tr>
<td>Major Sub-categories:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical</td>
<td>3009</td>
<td>1358 100 %</td>
</tr>
<tr>
<td>Education</td>
<td>2228</td>
<td>2239 - 11 %</td>
</tr>
<tr>
<td>INDUSTRIAL</td>
<td>1343</td>
<td>1088 14 %</td>
</tr>
<tr>
<td>Major Sub-categories:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Plants</td>
<td>1155</td>
<td>2239 13 %</td>
</tr>
<tr>
<td>ENGINEERING</td>
<td>15755</td>
<td>19491 - 22 %</td>
</tr>
<tr>
<td>Major Sub-categories:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Waterworks &amp; Sewerage</td>
<td>2204</td>
<td>2428 - 17 %</td>
</tr>
<tr>
<td>Roads</td>
<td>5404</td>
<td>5276 - 3 %</td>
</tr>
<tr>
<td>Electric Power</td>
<td>5686</td>
<td>1268 343 %</td>
</tr>
<tr>
<td>Oil &amp; Gas</td>
<td>49</td>
<td>4773 - 98 %</td>
</tr>
<tr>
<td>ALL CONSTRUCTION</td>
<td>49131</td>
<td>45152 0 %</td>
</tr>
</tbody>
</table>

*Start figures are also available in square feet for buildings, for many more categories of construction and according to provincial, city and county levels of regional detail. CanaData is a statistics-gathering and forecasting agency for the construction industry and is part of CMD Canada, (800) 465-6475.
Viking Promotes Nicol, Trew

Viking SupplyNet announces the promotion of Cary Nicol to the position of vice president of sales, and the promotion of Jeff Trew to the position of regional sales manager for the South region.

Effective immediately, Nicol will direct the company’s total sales efforts for the U.S. and Latin America. He will also retain responsibilities for managing Viking SupplyNet’s relationships with its business partners. Nicol brings to the position 17 years of progressive sales experience with Viking SupplyNet. Most recently, he served as regional sales manager for the Southeast U.S. His previous experience also includes three years as regional sales manager for the Midwest and 10 years as a territory sales manager responsible the Michigan and Northeast Ohio markets. He received his Bachelor’s degree in Marketing from Walsh Business School in Troy, Mich. Nicol resides outside Chicago and will continue to work from this location.

As the new regional sales manager for the Southeast U.S., Trew will manage the company’s total sales efforts in an 11-state region stretching from Texas to North Carolina. Trew brings with him 17 years of proven sales experience with Viking SupplyNet.

Most recently, he served as the company’s territory manager for the Georgia and North Florida markets. In this role, Trew twice received the company’s annual Sales Leadership Award. His previous experience also includes roles as a Viking national technical representative and as the territory manager for the Florida and Texas markets.

Trew received his Bachelor’s degree in Communications from the University of Pittsburgh. He is also the acting president of the Georgia Fire Sprinkler Association and is a member of both the Society of Fire Protection Engineers and the American Society of Plumbing Engineers. Trew resides in Whitesburg, Ga. and will continue to work from this location.

Replier Joins Tyco to Lead New Combined Unit

Colleen Repplier has been named president of Tyco Fire Suppression & Building Products (TFS&BP), the strategic business unit created by combining the Fire Suppression Group and Fire and Building Products units. Repplier comes to Tyco with an impressive record of multi-industry experience and success, most recently with Home Depot where she was vice president, Financial and Commercial Operations, HD Supply. Prior to joining Home Depot, she was president of the Global Container business for CHEP Equipment Pooling, a global logistics company operating in 40 countries worldwide. Repplier has also held senior management roles at General Electric’s Power Systems Division, Bechtel Power Corporation and Westinghouse Electric Company.

Northwest Pipe Company Announces New CFO

Stephanie J. Welty has been named chief financial officer of Northwest Pipe Company as of November 1, 2007. Welty has over 20 years of experience in finance, accounting and information systems. Prior to joining Northwest Pipe, she was chief financial officer at TriQuint Semiconductor, Inc. from 2005 to 2007. From 1994 to 2005, Welty served first as accounting Manager, then director of IT and vice president of Finance. Welty holds a Bachelor of Science from the University of Washington and is a CPA.

Simplify Your Install...

Save Money  Cut the cost of buying and assembling the individual parts of a floor control valve. RiserPACK includes all the parts you need.

Save Time  Pre-assembled RiserPACK can be installed in a fraction of the time it takes to build a traditional floor control valve assembly.

Save Space  With RiserPACK’s compact body, you can reduce the space used by sectional floor control valve assemblies by up to 75%.

With RiserPACK®

Model 8011 Commercial Shown with Relief Valve Trim

Residential Models in 1” – 2”, Commercial Models in 1¼” – 6”, All RiserPACKs available with required test orifice sizes, with or without PRV trim

www.testandrain.com
When specifying for critical applications, there's simply no substitute for quality. Harvel® CPVC fire sprinkler piping offers proven performance with more than 20 years of service in demanding installations around the world. It meets the requirements of all major model codes, is UL Listed, FM approved, and is produced in strict compliance to ASTM standards.

In fact, BlazeMaster® pipe, manufactured by Harvel®, is listed for more applications than any other non-metallic system. Clean, fast installation cuts project completion time — and because installation is so simple, you'll see a substantial cost savings over metal systems.

When it comes to fire sprinkler safety, choose with confidence. Choose Harvel.

- In conformity with all major model codes
- Meets NFPA light hazard applications (NFPA 13, 13R & 13D systems)
- Compliant to ASTM standards
- Listed by UL and LPCB
- Factory Mutual approved
- NSF certified for potable water use

Harvel® is a registered trademark of Harvel Plastics, Inc. BlazeMaster® is a registered trademark of The Lubrizol Corporation ©2007 Harvel Plastics, Inc.
Experts Debate Future Building Safety and Fire Prevention Codes

Building safety will be front and center when code officials, architects, engineers and other building industry professionals meet to debate more than 2,200 proposed changes to the International Codes. The 2008 International Code Council Codes Forum will convene in Palm Springs, Calif., February 18 – March 1. Proposed code changes will be considered for inclusion into the 2009 International Codes. The Code Council updates the I-Codes every three years through a governmental consensus process. The hearings are open and inclusive, allowing input from anyone and everyone in a public setting.

“Participating in the code development hearings is a great opportunity to make a significant contribution to public safety,” says ICC CEO Rick Weiland. “The codes are used to guide construction so as to improve building safety and reduce risk in thousands of communities in all 50 states to safeguard the public and protect property.”

“I especially want to encourage code officials from around the country to attend this year’s Codes Forum and participate in the code development hearings,” comments Code Council Board President Steve Shapiro. “It’s the best code education you can receive. The knowledge you gain by participating in code hearings will help you improve building safety when you return to your daily work.”


All Codes Forum events are being held at the Palm Springs Convention Center. Visit www.iccsafe.org/codesforum, call 1-888-ICC-SAFE (422-7233), ext. 4229 or e-mail jcanter@iccsafe.org.

Tyco Safety Products Integrates Fire Suppression and Fire & Building Products Units

Tyco Safety Products (TSP), a business segment of Tyco International Ltd., announced the integration of its Fire Suppression Group (FSG) and Fire and Building Products (TF&BP) strategic business units (SBUs) into one combined SBU. The new SBU will operate under the name Tyco Fire Suppression & Building Products (TFS&BP), and is led by Colleen Repplier, who recently joined Tyco Safety Products from Home Depot Supply.

This combination creates a comprehensive industry-leader in the nearly $3 billion fire suppression market. The integration better positions TFS&BP to provide increased customer support while driving synergies with new technology development in both the fire and mechanical industries. Visit www.tyco.com.

Residential and Domestic Sprinkler Seminar Presented by BAFSA

The British Automatic Fire Sprinkler Association (BAFSA) will host a full day of residential and domestic sprinkler seminars on February 20, 2008 in Leeds, U.K. This is the first such event organized by BAFSA and is intended not only to provide installers, specifying engineers, and enforcement officials with authoritative advice and information from experts, but also to demonstrate that the Association is committed to supporting smaller companies and those just entering the industry. Eleven seminars will be presented ranging from topics such as building standards to approvals to licensing. Visit www.bafsa.org.uk.

2008 U of Md. Fire Protection Career Fair

The 2008 Fire Protection Career Fair will be held on February 13 in the Colony Ballroom of Stamp Student Union on the University of Maryland campus. To participate, contact Chris Moran at cwm@umd.edu.
A masterpiece in fire protection. BlazeMaster® Fire Sprinkler Systems.

For reliability, ease of installation and cost-efficiency, more fire sprinkler contractors and specifiers choose BlazeMaster® CPVC Fire Sprinkler Systems for use in residential, multi-family, high-rise, hospitals and educational facilities.

And with good reason.

- Approved by all major building codes and NFPA 13
- Low flame/smoke generation allowing for installation in air plenum spaces
- Backed by national network of dedicated CPVC fire protection specialists to provide on-the-job assistance
- Only ancillary system compatible program in the world
- Largest national non-metallic piping system installation training program

No overhead sprinkler system is easier to install than a BlazeMaster CPVC system. From the inventors of CPVC, it's made from a lightweight, semi-flexible material that needs no pre-fabrication and alterations can be handled on-site.

With over one billion feet of piping systems installed in over 50 countries since 1984, and with more listings and approvals than any other non-metallic fire sprinkler piping system, BlazeMaster is the most recognized and specified non-metallic fire sprinkler piping system in the world.

For fire protection that's corrosion-resistant, longer lasting, and easier and less costly to install, call 888-234-2436. Or visit our website at www.blazemaster.com.
PRODUCT NEWS

New Seismic Seminar Joins CLSE Offerings The topic of seismic design has become well known to many over the past five years. And like many, your learning experience has most likely come with a cost. The new editions of NFPA and IBC have arrived and offer a much more understandable process for those involved with fire protection systems to apply. To discuss these changes, the Center for Life Safety Education (CLSE) has added a new online audio seminar, Seismic Design for Fire Sprinkler Systems (NFPA 13, 2007 edition) presented by CLSE veteran presenter Steven Scandaliato, S.E.T. This seminar will be valuable to both engineers of record, sprinkler system designers and Authorities Having Jurisdiction (AHJs).

The new series Fire Sprinklers 101, 102 and 103 introduced last fall has been very popular with AHJs. As noted in the October issue of Sprinkler Age, the three programs were developed by industry veteran Robert Caputo, NFPA 13 Installation Committee representative and well-known industry instructor, and Roland Huggins, P.E., vice president of Engineering and Technical Services for the American Fire Sprinkler Association, with input from members of the International Fire Marshal’s Association. Levels 2 and 3 of this series are currently in development.

The development of this latest seminar series is part of CLSE’s commitment to provide convenient, economical training materials to assist AHJs in better understanding fire sprinkler technology. Students download the audio presentation and accompanying slides to their computer for easy access. The first of this seminar series is now available online at www.clse.org for $15 without credit and $20 with CEU/CPD credits.

Reliable Introduces J112 and JL112, FM-Approval for N252 and J168 Continuing in the tradition of providing new and innovative products for the Fire Protection Industry, Reliable announced its new J112 and JL112 Up-right, Pendent and Re-cessed Pendent, as well as the FM Approval of its N252 EC Pendent and J168 Upright.

The J112 and JL112 sprinklers are extended coverage for both light and ordinary hazards occupancies for coverage areas from 144 ft² (13.4m²) to 400 ft² (37.2m²). They are Quick Response sprinklers for light hazard (16 ft x 16 ft to 20 ft x 20 ft sprinkler spacing) and for ordinary hazard (12 ft x 12 ft and 14 ft x 14 ft sprinkler spacing). They can also be utilized as Standard Response sprinklers for ordinary hazard as well (16 ft x 16 ft to 20 ft x 20 ft sprinkler spacing). They have a K Factor of 11.2 and are cULus Listed. They are available with a link or 3mm glass bulb for applications as per NFPA 13. Multiple finishes are available.

The N252 is an FM approved extended coverage pendant and UL listed recessed (FM approval pending) extended coverage pendant sprinkler for control mode, density / area design with a K factor of 25.2. It is approved for coverage up to 196 square feet for extra hazard and storage applications. For more information, refer to Bulletin 008.

The J168 is a new control mode, density area upright sprinkler with a K Factor of 16.8. This sprinkler uses a very sturdy & robust G solder capsule element – not a glass bulb. They are primarily to be used for extra hazard and storage occupancies as designed and installed under NFPA 13 requirements. It is UL listed, too. Refer to Bulletin 011.

Having these products FM Approved means that Reliable’s customers can be assured these storage sprinklers conform to the highest national and international standards. Refer to Bulletin 173 (Upright) and Bulletin 172 (Pendent or Recessed Pendent) or visit www.reliablesprinkler.com.

DuPont™ Clean Agent Fire Extinguishants Guaranteed DuPont Fire Extinguishants and Fike®, have introduced a sustainability warranty for purchasers of Fike fire suppression systems with DuPont™ FE-227™ or FE-25™ (also known as Fike Ecaro-25™) clean agent fire extinguishants, demonstrating the confidence of these two companies that hydrofluoro-carbon (HFC) clean agent fire extinguishants will weather the changing landscape of environmental regulations and continue to provide customers with safe and efficient fire protection well into the future.

The warranty provides assurances that if FE-227™ or FE-25™ (Ecaro-25™) clean agent fire extinguishants are restricted from use for fire suppression within 20 years of purchase due to regulatory measures designed to address issues of global warming potential, DuPont and Fike will replace the agent with alternatives that are fully compliant or refund the purchase price of the agent. This guarantee, coupled with the fact that FE-227™ and FE-25™ (Ecaro-25™) have zero ozone-depletion potential (ODP), means that the industry can continue to use these agents with confidence.

The warranty also guarantees that these agents will not cause internal corrosion of containers, leave residue that can cause equipment malfunctions, or react with water, ensuring their compatibility with water-based fire protection systems. Contact DuPont Fire Extinguishants at (800) 473-7790 or call Fike at (816) 229-3405.
At FPPI our dedication to getting it right means your business can depend on us...on every order, every time. With efficient and responsive distribution centers on both coasts, supported by a state-of-the-art supply chain management system, we’re working harder than ever to earn and keep your business.

FPPI—Exceptional service everyday.℠
FlexHead Bolsters LEED Qualification Efforts

The Leadership in Energy and Environmental Design (LEED) Green Building Rating System is the nationally accepted benchmark for design, construction, and operation of high-performance green buildings. A new brochure, available from FlexHead Industries, Inc., shows that the choice of commercial sprinkler connections can impact a building’s qualification for LEED Certification. Copies of the brochure, which covers six LEED-related areas, are available from the company through its Web site, www.FlexHead.com.

FlexHead Green solutions also covered in the brochure include the use of all stainless steel, including recycled content, that eliminates additional finishing to prevent corrosion; the industry’s best friction loss of water flow that reduces overall water-flow requirements and minimizes power requirements for system operation; complete-assembly installation that eliminates the need to cut and thread pipe with its attendant cutting oils and toxic fumes during tenant fit-up; and the reduction of materials necessary to meet the code requirements of, and improved failure protection in, seismically active areas. In fact, FlexHead products are the only flexible sprinkler connections qualified for use in Seismic Design Categories C, D, E, and F, and protect against failure during an event because they allow for independent movement between sub-mains and ceilings. Visit www.FlexHead.com or call (800) 829-6975.

AFSA Membership Application

Company __________________ Date ________________
Company Address ____________________________
City/State/Zip ________________________________
Company Phone # __________________ Fax # ________________
Contact/(Preferred Name) __________________________ email __________________________
co. email __________________ web __________________

Please Check One: Gross Sales Dues

1) Annual Sales of .......... Less than $ 500,000 ......$ 600.00/yr.
2) Annual Sales of ...... $ 500,000 - - $ 999,999 ......$ 1,200.00/yr.
3) Annual Sales of ...... $ 1,000,000 - - $ 2,999,999 ......$ 1,800.00/yr.
4) Annual Sales of ...... $ 3,000,000 - - $ 4,999,999 ......$ 2,400.00/yr.
5) Annual Sales of ...... $ 5,000,000 - - $ 9,999,999 ......$ 3,500.00/yr.
6) Annual Sales of ...... $10,000,000 - - $14,999,999 ......$ 5,000.00/yr.
7) Annual Sales of ...... $15,000,000 - - $18,999,999 ......$ 7,500.00/yr.
8) Annual Sales of ...... $20,000,000 - - $29,999,999 ......$10,000.00/yr.
9) Annual Sales of ........... more than $30,000,000 ......$20,000.00/yr.

Do you want to receive Sprinkler Age magazine (the official publication of the AFSA) at no additional charge? ___ Yes ___ No.

Statement by applicant: I attest to the accuracy of the information in this application and the fact that I am an installing contractor of fire sprinkler systems; manufacturer of fire sprinklers; national or local supplier to the fire sprinkler industry; authority having jurisdiction interested in advancement of fire sprinkler concepts. I agree to accept the AFSA Board of Directors’ decision on this application and, if approved for membership, to do all in my power to maintain and enhance the professionalism of the fire sprinkler industry.

Signature of Applicant __________________________ Date __________________

Please circle your method of payment:

Personal Check (one year’s dues paid in full) MasterCard VISA

Card # __________________________ Exp. Date _____/____

Print Name as it appears on card __________________________

Charge my card ___ Monthly ___ Quarterly ___ Semi-annually ___ Annually

(Note: You are obligated for the payment of a full year’s membership dues but may pay by installments on your credit card.)

I hereby authorize American Fire Sprinkler Association to charge annual dues to my MasterCard/Visa account periodically as checked to fulfill my full year dues commitment.

Authorized Signature ______________________ Title __________________

Please return your completed application and check or payment instructions to the AFSA, P.O. Box 200201 Dallas, Texas 75220-0201. For further information, call AFSA at (214) 348-5965. Checks must be made payable to AFSA in U.S. Funds, drawn on a U.S. Bank.
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