



*Florida Edition
"The Pipeline"*

August 2007

Florida Fire Sprinkler Association Annual Conference October 22 to 25, 2007, Hawk's Cay Resort



Please plan to join us at beautiful Hawk's Cay Resort, on Duck Key, Florida, October 22 to 25, 2007 for an "all new" annual conference of the Florida Fire Sprinkler Association. Hawk's Cay is a favorite resort in the Keys, which features a Caribbean flair, full service marina, a waterfront conference center, several award winning restaurants and a saltwater lagoon.

The conference program has been completely redone for 2007 and will provide 22 CEU's of credit for those needing continuing education credit. Educational events include presentations by leading members of the fire protection field including Florida's own Bart Wright, Tony Afelbeck, and Buddy Dewar. Their presentations include topics such as: How to Pass a Residential Sprinkler Ordinance, and ICC Update, Worker's Compensation, Changes in Chapter 633 and SFM Rule 69A-46, and Business Practices-Bad Contract Language.

Additional presenters from across the country will be providing sessions on Tort Reform, the Home Fire Sprinkler Coalition and the "Chicagoland Project", and Water Purveyors. Additionally, Jeff Hugo, Code Manager for NFSA, Bob Kleinheintz, the NFSA Regional Manager for Illinois, and Dr. Dave Bowman, Executive Director of the FFSA will be debuting a new program called "Working with the Authority Having Jurisdiction", a

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course that was developed to work with the number one issue that fire sprinkler contractors across the country have described as the issue that most concerns them.

A very special addition to the conference will be a presentation by this year's keynote speaker, Geri Jewell, who will provide a program titled, "Celebrating Abilities". Geri has been best known to millions as "Cousin Geri" from the groundbreaking NBC sitcom, "The Facts of Life" but that has all changed. For the last three seasons Geri has portrayed the role as Jewel on the Emmy-winning HBO series, "Deadwood". She is also a re-occurring character on, "You and the Restless" and was recently featured on "Strong Medicine". If holding three roles at one time isn't enough, Geri just made her film debut in an independent feature that was recently shown at the Tribeca and Fort Lauderdale Film Festivals.

Geri started her acting career as the personal choice of famed producer Norman Lear for her role as Cousin Geri. With this role she became the first person with a visible disability to become a regular performer on a national television show. During her run on the show she broke important new ground by addressing issues of disability awareness.



Geri is not only an exceptional actress and comedienne, but also a powerful motivational speaker and trainer. She is famous for her uncanny ability to captivate the hearts of audiences by using humor to facilitate attitude changes. Geri brings to her presentations personal experience of having her behaviors and actions misunderstood because of her cerebral palsy. By sharing her disability as her greatest blessing, and revealing insights about the world, Geri turns the focus from disabilities to a true celebration of ability, resulting in an inspiring, empowering and healing experience.

In addition to her on-going speaking tours to college campuses, associations, corporations, and government agencies, Geri performs on the comedy circuit and has appeared on VH 1 and A&E. She has performed with stars such as Robert Goulet, Paul Anka, and Judy Collins.

Most Recently, Geri was honored by the National Rehabilitation Hospital in Washington, DC with their highest honor, The Victory Award. We are very pleased to have Geri as our guest before our Monday evening welcome buffet.

In addition to the education programs, several social events will be held as well. Sunday, October 21 will feature a welcome reception. After the dinner on Monday evening, an ever popular "Story Telling Contest" will be held. In keeping with the theme of the entire event "Fishing", Tuesday afternoon will feature salt water fishing on several fishing boats from the Hawk's Cay fishing fleet. Dinner that evening will include our

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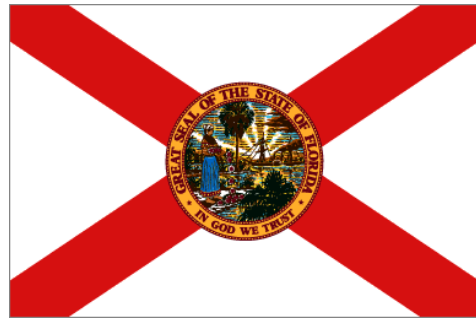
“Catch of the Day” fish, caught during the fishing trip.

On Wednesday evening, a bus will take conference participants to and from Key West for an evening of fun and socializing at the “End of the World”.

This conference looks to be the highlight of the year for the Florida Fire Sprinkler Family and we really hope that you can join us. Please feel free to download the conference brochure, including the registration form and resort information at: www.floridafiresprinkler.com . Just follow the links to the “Hawk’s Cay Conference information or call FFSA Executive Assistant Lorrell Bush at: 954-275-8487.

Upcoming Changes in the Florida Rules

New provisions of Florida Rule 69A-46 will require colored inspection tags using a new system of red, yellow, and green tags to indicate non-compliance, compliance, and repair tags. The Rule has gone through its hearing process and has been filed with the Joint Administrative Procedures Committee for final review and approval. JAPC has delayed the adoption asking the State Fire Marshal for some clarity on several issues, which should be resolved and the Rule should become effective shortly.



We encourage everyone to be prepared for the colored tag system and there is nothing in the existing Rules that would prohibit any contractor from using the colored tag system today. We are also hoping the colored tag system will improve AHJ oversight of fire sprinkler system readiness.

As soon as it is available, we will post details of the new Rule and the colored tag system on the Florida Fire Sprinkler Association website at: www.floridafiresprinkler.com .

Sprinkler System Success in St. Petersburg

A recent fire temporarily displaced 47 elderly people at a St. Petersburg nursing home. Second floor residents at the Coquina Key Health and Rehabilitation Center had to be evacuated after fire broke out in a first floor room.

“The sprinkler system put the fire out, and kept it in check until we got here,” said Assistant Fire Chief William Jolley. No one was injured in the fire.

It took St. Petersburg firefighters about 20 minutes to fully control the fire, which a fire investigator determined was caused by smoking materials. Cigarettes and a lighter were found in the room and the fire started in the bed.

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Sprinkler Save Information Needed

Several states are having very good success at educating the public about the benefits of fire sprinklers by reporting the “real” number of sprinkler saves that occur. Contractors are reporting incidents that they get involved with and the numbers are very surprising. We likely all agree of the necessity of getting the word out. Usually, sprinkler saves are reported when found in news media reports. That is only a fraction of incidents that occur and never get reported to the public.

Please make sure that I get any and all sprinkler save information so that I can include it in the various reports and publications that I contribute to. The best way to get the information to me is by email at: Bowman@NFSA.org or using the form provided at the Florida web site at the link: “Sprinkler Saves”. Thanks in advance for your help. It takes all of our efforts to be successful.

“Engineer of the Day” Program

One of the many benefits provided to members of NFSA is the “Engineer of the Day” Program. Members get timely answers to difficult questions and can often save thousands of dollars on their projects. On numerous occasions, members have saved more dollars than the cost of their annual dues on just one single call.

NFSA’s “Engineer of the Day” Program is continually expanding to serve our members. Emails can be sent to the program at: EOD@NFSA.org.

Also, you can call 845-878-4200 or fax 845-878-4215. If your question is complicated or you need to send drawings, they can be sent to NFSA’s National Headquarters: EOD, 40 Jon Barrett Road, P.O. Box 1000, Patterson, NY 12563

NFSA “Business Thursday” Online Seminars

Building on the success of the “Technical Tuesday” online seminars that the NFSA has been conducting for many years, the NFSA is announcing its second half of 2007 seminar schedule.

Aimed at the contractor or project manager rather than the technician, these seminars will follow the same format, starting at 10:30 am Eastern time and continuing for 1 to 1-1/2 hours. The schedule of dates and topics is as follows:

Date	Topic	Instructor
August 16	How to do Effective Strategic Planning	Don Pamplin
September 20	Developing Positive Relationships with Fire Officials	Doyle Sutton

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October 18	Recruiting and Retaining Employees	Buddy Dewar
November 15	Tort Reform Update	Dom Kasmauskas
December 20	Working with the AHJ	Bob Kleinheinz

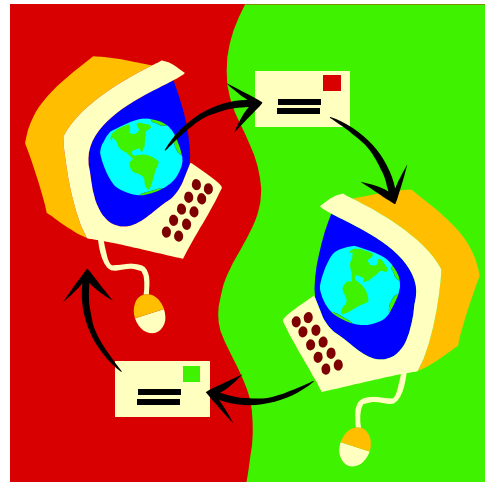
Information and registration for this seminar series is available at: www.nfsa.org A 30 percent discount is available when signing up for all ten seminars in the series.

You can attend a NFSA Seminar without traveling to a classroom. For more information and to view a demonstration, visit our Website at www.nfsa.org, or call Dawn at (845) 8784200 x 133.

Make Sure We Have Your Email Address

It is possible that some of you may be missing out on LOADS of informational benefits and training opportunities. As a member of FFSA and NFSA, you are eligible for great information, but when you are not receiving it that may be giving your competition the edge. You should be receiving:

- NFSA E-Tech Alerts
- NFSA E-Bulletins
- Training Opportunities
- The Florida Regional Report
- Legislative Alerts
- Other regional issues and stories



If you are not an FFSA or NFSA member, you can still receive a lot of information. Business information flies by at the speed of light.

Training opportunities, important legislation at all levels, and “grass roots” efforts (sometimes up to the minute) need the involvement of all fire protection professionals. Building Officials, Fire Officials, Architects, Fire Protection Contractors, Professional Engineers, Layout Technicians...we are all in it together.

Register as many e-mails as you need to receive e-mail notices and stay on top of issues affecting the fire sprinkler industry from the most involved fire sprinkler association, *the NFSA!*

Either fax your email addresses to me at: 661-455-3968 or email them to: Bowman@NFSA.org

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NFSA Training Opportunities

On-site Seminars-

While the NFSA Training and Seminar Schedule is filling rapidly, there are still some choice dates left to schedule training seminars. If you have a site that can hold 30-40 students, has a screen, tables, and chairs you likely have what is needed to conduct a class.

If the site is at no cost to NFSA, the organization that hosts the class can receive three free seats per seminar. Contact me for course descriptions and available dates. Classes are scheduled 10 weeks in advance. There are several ways you can sponsor a class. I will be happy to discuss those methods with you and help you get your plans underway. Also, when I see you, ask me for a catalog that describes the courses, as well as a lot of detailed information about how to put a course together.

Distance Learning-

Sometimes it's difficult to attend an organized class, but there is still a need for training, both to improve your product, as well as gaining needed CEU's. NFSA has the fire sprinkler industry's most extensive distance learning programs, "The NFSA Academy".

Programs are designed for the busy professional who needs to balance work, family, and continuing education. There are more than 90 modules available and you can choose from 1 to 5 modules to work through at a time.



For a complete list of available modules visit the NFSA Academy web site at: www.nfsaacademy.org or call Dawn at 845-878-4200, extension 133 or click on the NFSA Academy link at www.nfsa.org.