

NFSA ANNUAL

SEMINAR

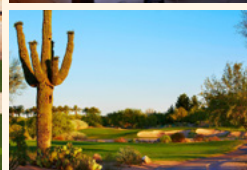
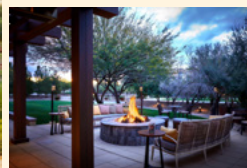
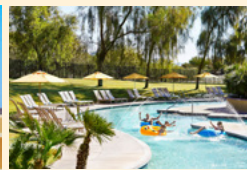
BUSINESS & LEADERSHIP

CONFERENCE



APRIL 29-MAY 1, 2020 • PHOENIX, AZ

#fastestwater under the sun!



JOIN US IN PHOENIX!



"I continue to be humbled by the opportunities that are presented. It's an honor to serve this great industry and I look forward to all that I'll learn by having time in the desert to listen to you."

The year is 2020. Remember when that year seemed so far away? Yes, time is fleeting, and I hope you are busy making plans to not miss the NFSA 2020 Annual Seminar and Business & Leadership Conference. If you are into leadership, history, and fire protection, this year's event promises to deliver all that and more. The more that always makes an NFSA conference great is YOU!. We will network, learn, plan, and grow, all in a beautiful location!

#fastestwater under the sun is our theme and I believe that is a very fitting one for us and with perfect timing! The momentum that we feel is because we are all working and growing together as an industry. As we focus our efforts on promoting the industry advancing the concept of fire sprinklers, we realize the benefits that come from that. Our industry is experiencing its strongest time since 2007, and yes, we are planning for what we do if another recession hits. That's part of the beauty of our annual gathering. Being there makes a difference.

I am most excited about the opening of the conference this year. President Harry Truman will open our conference by reading his speech delivered in 1947 to the nations highest government and fire officials in the land. Of course President Truman is deceased, but we will have his grandson, Clifton Truman Daniel with us to share history and deliver it in character. Don't miss this, it was history then and NFSA was present in 1947 and we are leading more than ever NOW.

Thanks to your feedback and the leadership of our Seminar Committee, especially its former chair and now our Chair of the Board Kent Mezaros, we have made sure that the conference is not spread out over too many days. We'll begin at 8:00 a.m. on Wednesday and conclude with our Awards Banquet on Friday night, so three action packed days! This booklet provides all the details, but I sure hope you'll plan to be there!

As your President, I continue to be humbled by the opportunities that are presented. It's an honor to serve this great industry and I look forward to all that I'll learn by having time in the desert to listen to you. If you have questions, comments, and/or concerns, please send me an email or give me a call. I love hearing from you!

Until we see each other, I hope you'll make sure you get the early bird discount, and I look forward to seeing you at the conference!

A handwritten signature in black ink that reads "Shane Ray".

Shane Ray
NFSA President




JW MARRIOTT
PHOENIX DESERT RIDGE

SEE YOU IN PHOENIX -

Where the Wild West Meets the Ultra-Modern!

No trip to Phoenix would be complete without knowing a bit of its Wild West history. In 1867, Jack Swilling stopped to rest his horse at the foot of the White Tank Mountains. He looked down the Salt River Valley and saw brown, dry soil turned up by the horse's hooves. He envisioned farmland, and here would be planted the roots of what would become Phoenix. A little sidebar you might enjoy; Jack died in jail while awaiting trial for highway robbery.

Fast-forward to present times, Phoenix is now the fifth-largest city in the U.S., with a population of over 1.6 million. Phoenix's elevation is 1,117 feet. It is located in the Sonoran Desert, which is one of the wettest and greenest deserts in North America, with 3 to 15 inches of annual rainfall. According to data compiled by the National Climatic Data Center, Phoenix basks in sunshine more often than any other major metropolitan area in the U.S. The sun shines on Phoenix during 85 percent of its daylight hours. The city has an average temperature of 75.05 degrees and an annual high temperature of 86.7 degrees. And for you golfers, know that Phoenix is home to nearly 200 golf courses!

THINGS TO DO

Desert Botanical Garden – 50,000 desert plants are nestled amid the red rocks of the Papago Buttes at Desert Botanical Garden. Take a stroll through five themed trails to explore the beauty of desert plant life, from towering cacti and gorgeous succulents to colorful wildflowers and lush trees. Specialized tours are available. There are special events, seasonal exhibits, concerts and family activities scheduled throughout the year. Check the Garden's website to see what's available during your visit at <https://dbg.org/>.

Phoenix Zoo – The Phoenix Zoo is home to more than 3,000 animals, including 30 species that are endangered or threatened. The zoo opened in 1962 and is the largest privately owned, non-profit zoo in the United States. It operates on 125 acres of land and contains 2.5 miles of walking trails. It is divided into four main themed areas or trails: The Arizona Trail (American Southwest flora and fauna), the Africa Trail (animals from Africa), the Tropics Trail (residents of the rain forests), and the Children's Trail, which includes a petting zoo. The zoo has special events and attractions throughout the year. Check the zoo's website at <https://www.phoenixzoo.org/>.

First Fridays Art Walk – On the first Friday of every month, crowds gather to see artworks in galleries, retail venues and on the street. This is a great way to take in the city's diverse art scene. The monthly events feature rotating exhibitions by artists working with all mediums. You'll also see live street performers and have the opportunity to sample goodies from area eateries and food trucks. Check it out at <https://artlinkphx.org/first-fridays/>.

Papago Park – Just minutes from downtown Phoenix, Papago Park is a hilly desert park covering 1200 acres. It has many distinctive geological formations and its wide variety of



typical desert plants, including the giant saguaro cactus. The park features picnic areas, several small lakes, hiking trails, bicycle paths, a fire museum, and Hunt's Tomb, the pyramidal tomb of Arizona's first governor. <https://www.phoenix.gov/parks/trails/locations/papago-park>.

Cityscape Phoenix – CityScape is the central hub of downtown Phoenix, where people go for dining, nightlife, shopping, and entertainment. Encompassing two city blocks, CityScape Phoenix is home to more than 20 great destinations including sophisticated entertainment and nightlife at Stand up Live, Copper Blues, Gypsy Bar and Lucky Strike. <https://www.visitphoenix.com/listing/cityscape-phoenix/4137/>.

Phoenix Nightlife – In Downtown Phoenix, be sure to check out the Roosevelt Row Arts District with spots such as The Churchill, Sazerac, Arizona Wilderness Brewing Co., and Angels Trumpet Ale House; Crescent Ballroom, where local and national music acts take to the stage most every night of the year; Cobra Arcade Bar; Bitter & Twisted Cocktail Parlour; Little Rituals; Dust Cutter; The Park; and the two-block CityScape complex, which includes Gypsy Bar and Lucky Strike, Chico Malo, and Blue Hound Kitchen & Cocktails. In Central Phoenix, you can hang out with the locals as they gather after work at neighborhood hangouts such as Culinary Dropout at The Yard, The Vig Uptown, Linger Longer Lounge, The Womack, Across the Pond, The Casual Pint and more. <https://www.visitphoenix.com/things-to-do/nightlife/>.

Chase Field – Cubs fans are in luck! The Diamondbacks will be playing the Chicago Cubs at Chase Field on Saturday, May 2nd and Sunday, May 3rd. Catch a game at Chase Field, located right in Phoenix near Papago Park. Did you know Chase Field features a swimming pool in right-center field, which is rented to patrons as a suite holding 35 guests? <https://www.mlb.com/dbacks/ballpark>.

Come and enjoy our Annual Seminar and Business & Leadership Conference in the beautiful J.W. Marriott Desert Ridge Resort and Spa, that boasts a AAA-Four Diamond rating, network with the Who's Who of the fire sprinkler industry, learn best practices from industry recognized speakers, visit our supplier and manufacturer members who will be displaying their wares on tabletops near the breakout sessions, and enjoy all Phoenix has to offer in your free time. Great weather, fabulous restaurants, gorgeous scenery, a world-class hotel and your fellow NFSA members all await you! We look forward to seeing everyone there!

SCHEDULE OF EVENTS

#fastest water under the sun!



TUESDAY, APRIL 28: EARLY ARRIVALS

3:00–5:00pm Registration

WEDNESDAY, APRIL 29: DAY ONE – WORKSHOP BREAKOUT SESSIONS & OPENING RECEPTION

6:30–8:00am	Continental Breakfast	Exhibit Tabletops
7:00am–5:00pm	Registration	
8:00–9:15am	Workshop Breakout Sessions	Panel of Stakeholders: What We Can Learn From One Another – Roland Asp APIs Leadership Journey – Paul Grunau Remote ITM: Code Compliance in the Age of Information, Automation and Integration – Jason Webb & Jeff Hugo Developer Incentives – A Proven Method – Peg Paul
9:30–10:45am	Workshop Breakout Sessions	Servant Leadership – James Stoddard Panel of NFSA Board and Committee Members: Value of Involvement – Vickie Pritchett Digital Transformation – Rocky Pavicevic ITM Reporting Position Paper Panel – Jeff Hugo
11:00am–12:15pm	Workshop Breakout Sessions	Residential Sprinkler Acceptance Through Alliances: The Best Practices Forum – Todd Short TIM Talks: NFPA 25 – Jeff Hugo Texas Retrofit Overview – Cindy Giedraitis & Panel The Influence of Private Equity in Fire Life Safety – Greg Londo
12:15–1:00pm	Lunch	Exhibit Tabletops
1:00–2:15pm	Workshop Breakout Sessions	Fire Sprinkler Podcast & NFSA EOD Book of the Best! – Chris Logan & Joe Meyer NFPA 25 / NFPA 915 – Terry Victor ESFR Research – Garner Palenske Contractor Services for You! – Mike Joanis
1:00–3:00pm	Spouses Event	To Be Announced
2:30–3:45pm	Workshop Breakout Sessions	Training Millennials – Jim Lake Shane Ray Unplugged – Shane Ray Evaluating Storage Protection Under Sloped Ceilings – Wes Baker Cost Conscious Decisions – Richard Armellino
4:00–5:15pm	Workshop Breakout Sessions	History of Corrosion in NFPA 13 – Jim McHugh Water Supplies: The Importance of Water Supply Assessment in the Era of Aging Infrastructure – Jeff Brassel Maximizing the Relationship Between the Contractor and Engineer – Melisa Rodriguez & Dan Wilder Update from NFPA (Tentative) – Matt Klaus
5:30–7:30pm	Opening Reception	Terrace Lawn

THURSDAY, APRIL 30: DAY TWO – EARLY BIRD WORKSHOPS, GENERAL SESSION & COMMON VOICES GOLF CLASSIC

6:30–8:00am	Continental Breakfast	Exhibit Tabletops
7:00am–3:00pm	Registration	
7:00–8:15am	Early Bird Workshops	Tech Top 5 – Cary Webber Exterior Fire Protection Systems – Mark Fessenden NFPA 13, 2022 Edition – What's New – Bill Koffel Concrete Anchoring Systems – Alex Schickling
8:30–11:00am	General Session	
11:00am–12:00pm	Lunch	Exhibit Tabletops
12:00–5:00pm	Common Voices Golf Classic	
	Evening On Your Own	

FRIDAY, MAY 1: DAY THREE – EARLY BIRD WORKSHOPS, GENERAL SESSION, CONTRACTOR'S FORUM & AWARDS BANQUET

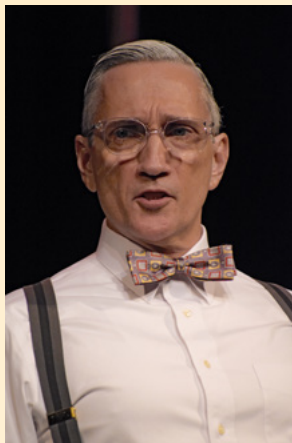
6:30–8:00am	Continental Breakfast	Exhibit Tabletops
7:00am–12:00pm	Registration	
7:00–8:15am	Early Bird Workshops	Business Economics – Gene Marks 3D Laser Building Scanning – Zarko Ognjenovic NFPA 909 Historical and Cultural Properties – Mark Hopkins NFPA 13R 2020 Code Changes – Pete Schwab
8:30–11:00am	General Session	
11:00am–2:00pm	Contractor's Forum (includes lunch)	
	Afternoon on your own	
6:00–9:00pm	Awards Banquet	

KEYNOTE SPEAKER PRESENTATION



CLIFTON TRUMAN DANIEL – Get ready for an awesome Opening General Session! We are honored to welcome Clifton Truman Daniel to the main stage, in character as his grandfather, President Harry S. Truman! Clifton will deliver the address that President Truman gave on fire prevention in 1947 and will also highlight historical fires in the White House and his new mantra, "It's Not Preserved Until It's Protected."

Clifton Truman Daniel is the oldest grandson of President Harry S. Truman and his wife, Bess. He is the son of author Margaret Truman and former *New York Times* Managing Editor E. Clifton Daniel Jr. Mr. Daniel is honorary chairman of the board of the Truman Library Institute and board secretary of the Harry S. Truman Scholarship Foundation. He is the author of *Growing Up With My Grandfather: Memories of Harry S. Truman* and *Dear Harry, Love Bess: Bess Truman's Letters to Harry Truman, 1919-1943*. In addition to portraying his famous grandfather on stage, Mr. Daniel gives a series of lectures on various aspects of the Truman presidency and US and White House history.



CLOSING SESSION SPEAKER

GENE MARKS – A past columnist for both *The New York Times* and *The Washington Post*, Gene now writes regularly for *The Hill*, *The Philadelphia Inquirer*, *Forbes*, *Inc. Magazine*, *Entrepreneur Magazine* and *The Guardian*.

Gene has written 5 books on business management, specifically geared towards small and medium sized companies. His most recent is *In God We Trust, Everyone Else Pays Cash*.

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

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



Gene owns and operates the Marks Group PC, a highly successful ten-person firm that provides technology and consulting services to small and medium sized businesses.

Prior to starting the Marks Group PC Gene, a Certified Public Accountant, spent nine years in the entrepreneurial services arm of the international consulting firm KPMG in Philadelphia where he was a Senior Manager.
<https://www.genemarks.com>



SESSION PRESENTATIONS

WEDNESDAY, APRIL 29

8:00-9:15am

Panel of Stakeholders: What We Can Learn From One Another

Roland Asp

A Common Thread – The installation of a residential fire sprinkler system is a collaborative effort of many stakeholders. A successful residential fire sprinkler installation or even legislation is the result of all these stakeholders working together and finding common ground. These stakeholders include the home builder, the water purveyor and the sprinkler contractor. This panel discussion will bring together the fire protection industry, the home builders and the water purveyors' industries to discuss and find common ground and to find solutions to the challenges of ensuring all our safety in the places that we live.

APIs Leadership Journey

Paul Grunau

Join Paul as he shares the API leadership journey and how the company leverages leadership training to impact operations across the board. This journey incorporates in the following cornerstones: building great leaders by sharing best practices, developing peer-to-peer solutions and benefits by direct access to the wealth of members on the team. API brings people together to share knowledge, improve best practices and spark innovation. Special emphasis is paid to the API purpose: Building Great Leaders™ and its mission "An energetic organization providing leadership to a diverse family of companies dedicated to delivering innovative solutions to the construction industry."

Remote ITM: Code Compliance in the Age of Information, Automation and Integration

**Jason Webb :: Potter Electric Signal Company and
Jeffrey M. Hugo, CBO, Director of Codes, Standards and
Public Fire Protection :: National Fire Sprinkler Association**

Verifying code compliance typically involves onsite inspection, confirming that applicable rules are being followed. But in today's era of smart, integrated devices and systems, more and more code-related inspections and tests are being performed either by a 3rd party who generates a record, or on a constant basis and monitored electronically. Additionally, integrated systems rely on each other to function properly and require different ways of verifying readiness than those used in the past. In either case, an inspection has often become a review of data in lieu of physically witnessing a process or condition. The presenters, each being former AHJs now involved in emerging technology, will examine the changing approaches to code compliance, contrasting those with traditional methods. The current state of codes and

standards regulating these activities and where they may be headed in the future will also be discussed.

Developer Incentives – A Proven Method

Peg Paul, Communications Manager ::

Home Fire Sprinkler Coalition

An estimated one million new homes will be built this year, but fire sprinklers will be installed in fewer than 5% of them. Powerful homebuilder groups have spent hundreds of millions of dollars spreading damaging myths about home fire sprinklers and successfully lobbying to keep them out of state and local codes across the country. Their anti-code work ignores the fact that today's home fires are faster and deadlier for civilians as well as first responders. Offering local developers home fire sprinkler incentives (trade-ups) is a proven method to protect new single-family home developments, especially where sprinklers are not required by code. Incentives can reduce construction costs and increase profit margins. Yet surveys show developers are not aware of them and would be interested if they were offered. Spotlighting case studies from a new joint Home Fire Sprinkler Coalition/NFPA incentive pilot program, presenter Peg Paul will detail how AHJs are achieving sprinklered developments. She will discuss the importance of including sprinklers in new developments as part of local community risk reduction efforts. New, free resources will be offered to support AHJs and educate planners, building officials, water authorities, builders/developers and consumers. These resources can help overcome local challenges, identify incentives for each community and prepare the AHJ to make the offer to developers.

9:30-10:45am

Servant Leadership

James Stoddard, Owner/President :: Argco

As a child burn survivor, James grew up with the scars of fire on his face, it was eye catching and he was cast in a spotlight before kindergarten and now at first sight, he had to make people feel at ease or their imagination often would draw the conclusion that the scars were more than skin deep and they would withdraw and back away from the potential danger that he presented by appearance. James was a minority and hence he had to be nicer to earn acceptance. You may have read the story printed in NFSM magazine Little Jimmy part one and two. In James' presentation he will attempt to explain how to take tragedy to triumph, it's not something you try to do, there is no school for it yet. James will keep it up beat and teach all who attend how to triumph with servant leadership!



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Panel of NFSA Board and Committee Members: Value of Involvement

Vickie Pritchett :: National Fire Sprinkler Association

This panel will consist of NFSA Board, Council and Committee Chairs – the panel will be moderated by Vickie Pritchett... posing questions to the panel that will highlight their service to both the NFSA and the fire sprinkler industry. We hope this will encourage someone in the audience who would like to get involved to reach out to one of our respective chairs and join in! NFSA is growing strong together and we want you to join our team!

Digital Transformation

Rocky Pavicevic, Partner :: firepro365 / Slickdata

We all should know that technological advancement needs to become an ongoing strategic initiative for companies to achieve success in this day and age. The price of entry into this digital age is becoming more and more accessible as time goes on - with a high availability and cost effectiveness of a variety of cloud products and services. As a service provider, what do you need to know: 1. About transforming from being a paper based business into a digitally striving and growing organization 2. Managing Customer expectations in the current business landscape 3. Introducing technological change to a diverse employee base 4. Case studies of Successful digital transformations.

ITM Reporting Position Paper Panel

Jeffrey M. Hugo, CBO, Director of Codes, Standards and Public Fire Protection :: National Fire Sprinkler Association

Learn the latest on ITM Reporting in this interactive panel facilitated by Jeff Hugo.

11:00am-12:15pm

Residential Sprinkler Acceptance Through Alliances: The Best Practices Forum

Todd Short, Fire Marshal ::

City of Redmond Fire Department

The Washington State Fire Sprinkler Coalition has successfully engaged local sprinkler contractors, plumbing companies, developers, builders, manufacturer representatives and authorities having jurisdiction to what we call, The Best Practices Forum. This forum engages stakeholders in problems associated with the installation of residential fire sprinklers from submittal to final inspection. The presentation will focus on the benefits of bringing stakeholders together and some of our successes including the publication of our Best Practices guide. The objective of the presentation is to highlight the benefits of engaging stakeholders to improve the efficiency of the permitting

process and to showcase the Best Practices Guide. The presentation will be provided by Todd and Tracy Moore, Moore Fire Protection, with an explanation of what we have done and how we have accomplished providing the forums. Additionally, a question and answer time period would provide attendees with the opportunity to engage us with questions on the topic. A goal of the presentation would be to encourage such forums in other regions of the county.

TIM Talks: NFPA 25

Jeffrey M. Hugo, CBO, Director of Codes and Public Fire Protection :: National Fire Sprinkler Association

In a format similar to the famous TED Talks, each speaker has up to 15 minutes to cover an area of ITM. Topics include ITM reporting, automated testing, changes to the 2020 NFPA 25, inspection techniques and highlights from other workshops and sessions from earlier in the week. This session is a great opportunity to pack in a lot of knowledge from a diverse group of ITM experts.

Texas Retrofit Overview

Cindy Giedraitis, Regional Manager :: National Fire Sprinkler Association

A Texas Retrofit Update: Three different Texas Fire Department Fire Sprinkler Retrofit Programs will be highlighted: 1) High Rise Retrofit Ordinance, San Antonio Assistant Fire Chief Christopher Monestier; 2) Historical Downtown Retrofit, Lewisville Fire Marshal Tim Ippolito and Grapevine Fire Marshal Bryan Parker.

The Influence of Private Equity in Fire Life Safety

Greg Londo, CEO :: National Fire & Safety

In the past 5 years, the fire life safety industry has seen an increase in financial backing from private equity firms nationwide. Private equity provides financial support that will fuel market growth, help attract the best talent, and put your company in the driver seat to compete for top tier jobs. National Fire & Safety CEO, Greg Londo has an extensive history in private equity and has helped maximize growth for multiple fire life safety subcontractors in the central United States. Greg will speak on some of the recent transactions that have taken place in the industry, as well as, how private equity funding is helping companies with working capital constraints and growth.



SESSION PRESENTATIONS

WEDNESDAY, APRIL 29

1:00-2:15pm

Fire Sprinkler Podcast & NFSA EOD Book of the Best!

Chris Logan, Host/Founder :: Fire Sprinkler Podcast and Joe Meyer :: Meyer Fire

Utilizing social media to fill the gap left by mainstream media by leaving out sprinkler saves from the evening news and newspaper. How companies and individuals can use social media to develop a following and spread the word of fire protection.

NFPA 25 / NFPA 915

Terry Victor, Senior Manager of Industry Relations :: Johnson Controls Fire Protection

The presentation will review the various changes made to this newest edition of NFPA 25, describe why the changes were made, and explain the impact they will have on the fire protection industry. Some proposed changes that weren't made will also be discussed, and potential changes to the 2023 edition will be presented. Feedback will be encouraged one other changes needed to future editions of this standard.

In April 2019 the NFPA appointed a technical committee to develop a new Standard on Remote Inspections. Since August 2019 the committee has held several development meetings to turn the scope approved by the NFPA Standards Council into a document ready for public review. This seminar will describe the scope of the proposed standard and present the outline as it currently exists. Remote inspection methodologies, the types of systems and components proposed to be used, file formats, record collection, and record retention will all be discussed. While the use of remote inspections was initially not considered for water-based and other active fire protection systems, several committee members are in favor of including them in the standard.

ESFR Research

Garner Palenske, Associate Principal :: Wiss, Janney, Elstner Associates, Inc.

This presentation documents the latest progress in resolving the most important issue in storage fire protection, obstruction of Early Suppression Fast Response Sprinklers (ESFR). Obstructions created by structural members, lighting, or cable trays, can affect the ability of the ESFR sprinkler to achieve fire suppression. ESFR sprinkler obstruction sensitivity however, was mostly unknown. The requirements found in the current edition of NFPA 13, Installation of Sprinklers, have created hardship in application. Acknowledging the importance of this issue, NFPA's research affiliate, the Fire Protection Research Foundation, embarked on a multi-year testing program. The fourth, and possibly final phase of the project, was

completed in spring of 2019. The author will showcase the results of recent testing which explores the relationship between ESFR performance and various obstruction scenarios. Eight full-scale and 60 Actual Delivered Density (ADD) tests have been completed to date. This project is unique as ADD testing was used as a scoping tool to select appropriate full-scale testing scenarios. This approach has never been used before. Attendees will also see a preview of the proposed NFPA 13 code changes regarding the requirements for ESFR sprinklers and obstructions.

Contractor Services for You!

Mike Joanis, Director of Contractor Services :: National Fire Sprinkler Association

As the new Director of Contractor Services for NFSA, Mike Joanis will share with attendees the new initiatives that NFSA is planning to provide service to our Contractor Members. A great time for you to offer suggestions as well! .

2:30-3:45pm

Training Millenials

Jim Lake

Description coming soon, please check nfsa.org for updates.

Shane Ray Unplugged

Shane Ray, President :: National Fire Sprinkler Association

Visit with NFSA President Shane Ray and find out the latest happenings across the nation. This is your chance to ask Shane questions and learn how you can get involved in NFSA! You know it'll be interactive, and you know you'll learn something new! #fastestwater in action happens every single day.... and leading the team is NFSA President Shane Ray. This is your opportunity to spend some quality time with him!

Evaluating Storage Protection Under Sloped Ceilings

Wes Baker, Staff Vice President, Sr. Engineering Technical Specialist :: FM Global Research – Engineering Standards Group

FM Global Property Loss Prevention Data Sheet 2-0, Installation Guidelines for Automatic Sprinklers, and NFPA 13, Standard for the Installation of Sprinkler Systems, both limit the installation of quick-response, pendent Storage sprinklers under ceilings with slope to a maximum inclination of 2 in 12. A project was initiated by the Fire Protection Research Foundation to gain a better understanding of potential sprinkler operation protecting storage when installed under a sloped ceiling. For this protect, computer modeling was initially used to determine the heat flow pattern from a theoretical storage fire in the presence of both unobstructed



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and obstructed ceilings to determine the expected sprinkler operation patterns in the absence of water discharge. This modeling was then used to determine the test parameters for full-scale fire testing with sloped ceilings. This presentation will discuss the parameters used in both the computer modeling and the full-scale fire testing as well as discuss the results of the testing and how it will potentially be used to update the current installation guidelines in Data Sheet 2-0 of Storage sprinklers in the presence of sloped ceilings.

Cost Conscious Decisions

Richard Armellino, Vice President ::

A & F Fire Protection Co., Inc.

The presentation is geared towards the Leadership or Business aspect of the business. The main focus is how cost conscious decisions play a role in running a successful business but there is a need to reinvest in growth. Richard will address the technical accounting methods and practices that can be used to help solidify the business and then address areas of growth potential. He will specifically discuss the increased costs of fabrication, intrinsic costs of labor and HR, and then how safety can impact financial stability within the business and construction as a whole. Finally, Richard will discuss trends in successful construction business practice and how to apply productivity analysis, customer requests, and employee needs to stabilize the business before we face economic woe.

4:00-5:15pm

History of Corrosion in NFPA 13

Jim McHugh, President :: AGF Manufacturing Inc.

Corrosion in sprinkler systems can leave systems inoperable and people and property at risk. Corrosion and the prevention of corrosion have gradually changed with each edition of NFPA 13. This presentation will review the evolution of code to better address corrosion and provide current solutions to keep systems operational.

Water Supplies: The Importance of Water Supply Assessment in the Era of Aging Infrastructure

Jeff Brassel, Consultant :: Nationwide Insurance

Description coming soon, please check nfsa.org for updates.

Maximizing the Relationship Between the Contractor and Engineer

Melisa Rodriguez, Director of Fire Protection Engineering :: LEO A DALY

Highlights the roles and responsibilities between the contractor and the engineer and how that changes with different project types. It will help attendees understand

what decisions should be the responsibility of the engineer and what is to be managed by the contractor and will review the document published by the NSPE that was a joint collaboration between them, the SFPE and NICET to better define the roles of the engineer and the designer on projects.

Update from NFPA (Tentative)

Matt Klaus

Description coming soon, please check nfsa.org for updates

THURSDAY, APRIL 30

7:00-8:15am

Tech Top 5

Cary Webber, Director of Technical Services ::

Reliable Automatic Sprinkler Co.

A smart phone based interactive application will be used to quiz participants on frequently asked questions in the top (5) categories of questions received by our technical service department. Technical discussion and best practice discussion will follow each question.

Exterior Fire Protection Systems

Mark Fessenden :: Johnson Controls

Exposure Protection Systems: In this presentation we will discuss the Fire Protection Challenges associated with exterior fires and fire protection systems designed to address these challenges. We will also look at how automatic sprinklers can be used to provide equivalency to a fire ratings for interior windows..

NFPA 13, 2022 Edition – What's New

William Koffel, President :: Koffel Associates, Inc.

The session will provide an overview of changes that are contained in the First Draft Report of NFPA 13-2022. The more significant changes will be identified and the rationale for the changes will be explained. Some of the Public Input that was not accepted will also be discussed since there may be Public Comments on those items.

Concrete Anchoring Systems

Alex Schickling :: Dewalt

Alex will present a hands on anchor training. This will be geared towards engineers/designers/contractors. The focus will be to help engineers/designers understand advantages and disadvantages of various types of concrete anchors and challenges the



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THURSDAY, APRIL 30

7:00-8:15am (continued)

contractor will go through installing them. Additionally, it will help contractors understand why engineers/designers pick specific anchors for specific types of applications. This presentation has been very popular as it lets people understand concrete anchors better, as well as what people on the other side of the drawings are going through. As a bonus, people always enjoy getting hands on with tools.

FRIDAY, MAY 1

7:00-8:15am

Business Economics

Gene Marks, Owner :: Marks Group PC

Gene has written 5 books on business management, specifically geared towards small and medium sized companies. His most recent is *In God We Trust, Everyone Else Pays Cash*.

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

3D Laser Building Scanning

Zarko Ognjenovic, Professional Engineer :: Milton J Wood Fire Protection

The use of Laser Scanners to survey and 3D model the existing facility (e.g warehouse or industrial complex) for the purposes of designing a new sprinkler system for it, then describe the process of transferring the spk. system design model into fabrication output and also into laser based set-out tool that will facilitate laying out the exact locations of piping, hangers, sprinklers, etc in the field for the purpose of faster, more precise and therefore more economical installation. Also, describe and illustrate with actual scans how the laser scanner can be used to survey existing sprinkler systems (say for the purposes of performing engineering analysis of the system's adequacy for the protected property), and also for capturing the as-built condition before demobilizing. With multiple slides with actual before and after scan images and "walking through the scan model" videos. All this is intended to show where our industry is, or should be going!



NFPA 909 Historical and Cultural Properties

Mark Hopkins, VP of Engineering ::

National Fire Sprinkler Association

NFPA 909 Requirements for Cultural Properties Seeing fires at the Notre Dame, Shuri Castle, Brazil's National Museum and other historical/culturally significant properties is devastating to say the least. NFPA 909 provides protection requirements for museums, libraries and other cultural properties in a wholistic manner. The document requires fire prevention, active fire protection systems, passive fire protection features, and considerations for resiliency and salvage planning. When applied, it imposes additional requirements for fire alarm, detection, security, and fire suppression systems beyond what is minimally required by building and fire codes which will impact cost and schedule. Contractors and designers of these systems need to function as part of the team assembled by the facility operators. Understanding roles and responsibilities is necessary to manage expectations. Communicating effectively will ensure successful projects in these facilities. This program will discuss issues effecting contractors and engineers working in these types of facilities.

NFPA 13R 2020 Code Changes

Pete Schwab, VP of Engineering ::

Wayne Automatic Fire Sprinklers Inc.

This course will focus on the relationship between NFPA 13R and the Building Code.

Learning Objectives:

At the end of this course, learners will be able to:

- Understand the progression of breezeway/ corridor protection as it relates to NFPA 13R and the building code
- Identify the changes to allowable building height because of the massive fire (1/21/2015 Edgewater New Jersey)
- Understand the concept of mixed occupancies and how they relate to use of NFPA 13 and NFPA 13R.
- Indicate the changes made to NFPA 13R in regards to the scope of the document
- Identify conclusions and changes brought about by the 2016 NFPA 13R workshop.
- Understand the height and area table rules from the IBC that pertain to NFPA 13R.
- Identify major upcoming changes to NFPA 13R.

EVENT OVERVIEW

2020 NFSA ANNUAL SEMINAR, BUSINESS & LEADERSHIP CONFERENCE

Wednesday, April 29, 2020 –
Friday, May 1, 2020

**JW Marriott Phoenix
Desert Ridge Resort & Spa**

5350 East Marriott Drive, Phoenix, Arizona 85054

Phone: 480-293-5000

Toll-Free Reservation Center: 1-800-835-6206

**Book your
group rate
for NFSA!**

Our early bird price deadline is March 16, 2020.

**Wednesday, April 29 Breakout Sessions &
Opening Reception**

**Thursday, April 30 Opening General Session,
Breakout Sessions &
Golf Outing**

**Friday, May 1 General Session,
Contractor's Forum,
& Awards Banquet**

Registration is open at www.nfsa.org and we hope you'll sign up soon to secure your spot. We do have limited space available, and first-come, first-served policy is in effect for this event. You won't want to miss it, and we hope you'll assemble your team and join our excitement!

Hotel room block is open:

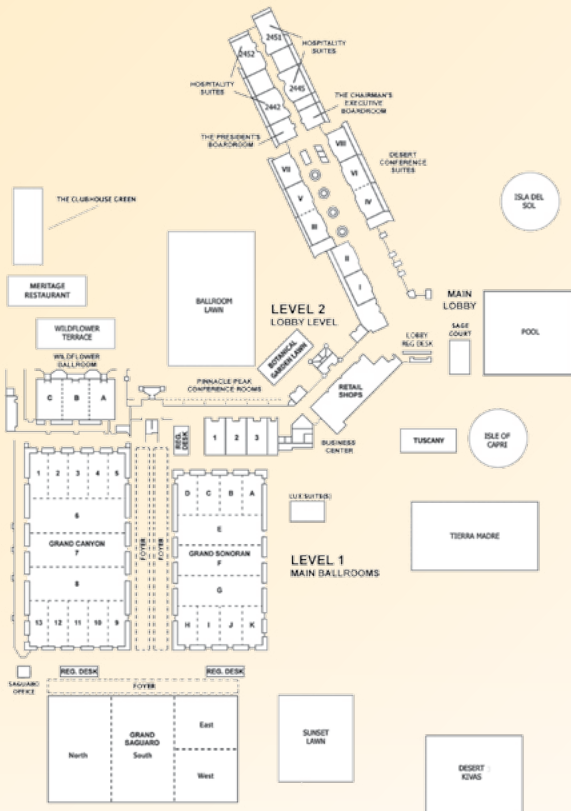
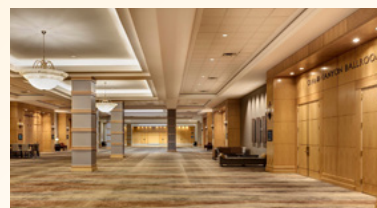
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Phone: 480-293-5000

Toll-Free Reservation Center: 1-800-835-6206

Special group rate: \$279.00 USD per night



CONFERENCE REGISTRATION

REGISTRATION FEES

	Early Bird (before 03/16/20)		Regular		Onsite (after 04/29/20)	
	Member	Non-Member	Member	Non-Member	Member	Non-Member
Full Conference Pass	\$744	\$1,445	\$788	\$1,530	\$875	\$1,700
Spouse Pass	\$468	\$935	\$495	\$990	\$550	\$1,100
Junior Pass (13-20)	\$255	\$510	\$270	\$540	\$300	\$600
Child (12 and under)	\$0	\$0	\$0	\$0	\$0	\$0
Exhibitor Booth Staff	\$319	\$638	\$338	\$675	\$375	\$750
Wednesday Pass	\$340	\$680	\$360	\$720	\$400	\$800
Thursday Pass	\$340	\$680	\$360	\$720	\$400	\$800
Friday Pass	\$340	\$680	\$360	\$720	\$400	\$800
Banquet Only*	\$170	\$340	\$180	\$360	\$200	\$400
Golf Outing	\$250					

*This is available for people only attending Awards Banquet; tickets available at registration.

CONTRACTOR MEMBERS SPECIAL OFFER

- Bring 5-9 additional full registrants and get \$250 off your total. Promo code: **Bringmore5**
- Bring 10 or more additional full registrants and get \$500 off your total. Promo code: **Bringmore10**

Registrants must be done at the same time, no exceptions. Not valid for Spouse registrants.



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5th ANNUAL GOLF CLASSIC

Questions? Please call Abbie Gunnells at
615-405-8027 or email agunnells@nfsa.org



Wildfire Golf Club
5350 East Marriott Drive
Phoenix, AZ 85054
888-705-7775

GOLF INFORMATION

Thursday, April 30, 2020

**Wildfire Golf Club -
Palmer Signature Course**

Tee Time 12:00pm

Common Voices is excited that the NFSA has decided to host the 5th Annual Common Voices Golf Classic at the 2020 Annual Seminar, Business & Leadership Conference! Working together, we realize time and time again the difference that sharing our stories makes in advancing the concept of fire sprinklers. Our goal is to be a go-to resource for community leaders who need a first-person account of the devastating impact fire can have on a community and a family. We can prevent future tragedies, and we believe that our stories help everyone understand in a way that makes a difference. Visit our website for additional resources and information at www.fireadvocates.org. Your support is greatly appreciated, and as a non-profit 501(c)3 we are now ready to grow our mission and expand our efforts even more. We know the proceeds from our fifth Golf Classic will help us do that! We are humbled by the generosity of NFSA members, the vision and leadership of the Board, from our formation informally in 2007, to our incorporation in 2010, NFSA has been a guiding force and we appreciate you all!

See you at Desert Ridge!



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FIRE PROTECTION



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Metraflex	NIFSAB
NFSA Boston Chapter	NJFSAB
NFSA CT Chapter	Quick Response Fire Protection
NFSA Empire Chapter	Sprinkler Fitters 550
NFSA Indiana Chapter	Tennessee Fire Sprinkler Contractors Association
NFSA MN Chapter	

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