



New Era

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©
2011

You're Invited to the PaFED Spring 2011 Business Conference

Updated Conference Format Review...

In 2010, PaFED launched a new format for the Spring and Fall Conferences based on the feedback received from both distributors and vendors alike.

The 2010 PaFED Spring Conference was redefined and reformatted to allow distributors and vendors to spend time discussing the "business" of being a fire equipment distributor. No pressure gauges, no tools, no widgets or do-hicky's, just no holds barred discussions and seminar sessions on the challenges facing your business.

To accommodate this change we stripped away the fluff and social aspects of past conferences – and replaced it with a FULL DAY of bottom line business discussions and seminar sessions.

And the reviews are in... Overwhelmingly the feedback received was extremely positive. Distributors and vendors alike found the new format informative, relaxing, and providing opportunities unavailable in previous conferences...

Building on Past Success – Aiming For the Future in 2011...

Take a moment to review the attached conference schedule and you will quickly see a day chock full of seminar sessions, each targeting different aspects of your individual business.

PaFED selected these particular seminar sessions based on the feedback received from the 2010 Spring Conference along with specific requests from the membership. Each session is designed to provide at least one "ah-ha" moment for your business.

Additionally, we have scheduled numerous breaks between sessions to afford you time to check in with your office, network with fellow distributors, or meet quietly with a vendor or supplier. We feel that removing the widgets and do-hicky's from this business themed conference will allow everyone more time to focus on what is most important – "identifying business success solutions"...



PS: If you really miss the widgets and do-hicky's then be sure to mark your calendar for the PaFED 2011 Fall Conference being held on October 25 and 26 at the Four Points Sheraton Pittsburgh North located in Mars, Pennsylvania.

The fall conference will be filled with numerous technical sessions, vendor exhibits, social events and... YES, widgets and do-hicky's...

PaFED New Era



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 Fire Equipment Distributors**
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President's Column

by: Mike Kint, PaFED President

Happy Spring everyone. I can only hope as you are reading this we are finished with all the snow this year and we can start to look forward to the spring flowers. Let's just hope that Jim White's best friend Phil is correct this year.

I'm very excited about a couple of projects that the Board of Directors are working on. I look forward to updating all of the members on these projects during the Business Meeting at the Spring Conference. One project that I want to mention now is an opportunity that I had as President of PaFED this past week. Amerex organized and paid for all Presidents of the 14 active state organizations to meet in Dallas Texas for a one day meeting. The main discussions were the current standings of the organization, current issues that the organization is facing, as well as possible solutions to those issues. In addition to the state associations; NaFED, Cintas' National Business Director, and representatives from FEMA Government Relations Committee, Amerex and Brooks Equipment all made a strong presence at the meeting. Unfortunately other representatives from FEMA GRC, Buckeye, and Ansul were unable to attend, but we will all look forward to their presence at future meeting. In speaking with other President's of the organizations it appeared that they came away with many great ideas and thoughts from the one day open forum. We all enjoyed meeting other professionals from around the country and sharing our ideas and experiences. It was also agreed to make this meeting an annual event. Going forward we would like plan the next meeting around one of the NaFED Conferences so that it is easier and less expensive for the organization to send a representative. Again I would like to thank everyone at Amerex for this opportunity and thank all of the other attendees for their contributions. It was great seeing and meeting everyone involved.

Well I look forward to seeing all PaFED members at the Spring Conference on April 27th. Please note that this year we are going to try a Wednesday instead of a Friday so that we do not have as many personal conflicts from attendees. Happy Spring!

Mike



Larry E. Schlipf, Jr.
 Executive Vice President

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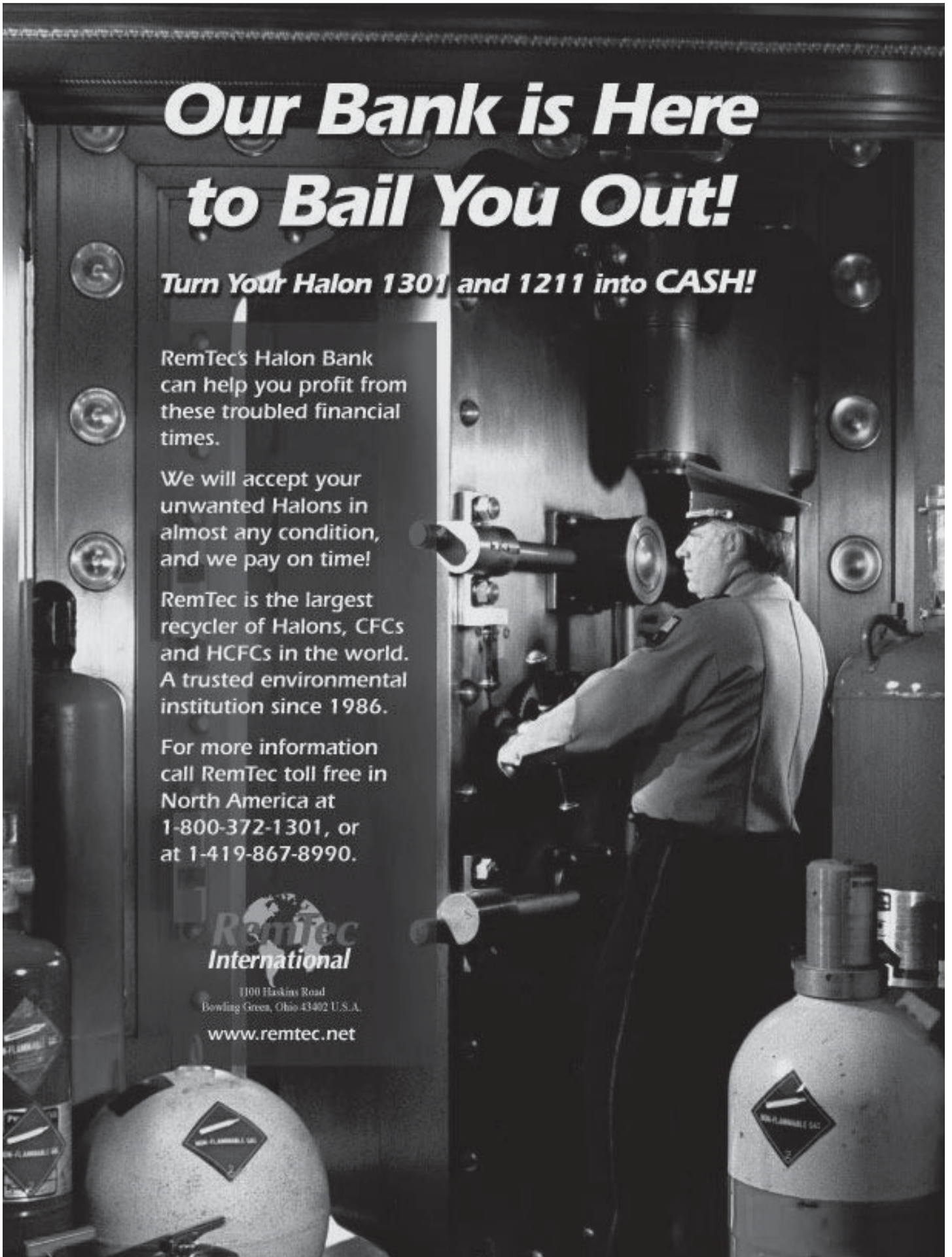
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NFPA asks Pennsylvania Senators to vote “No” on anti-sprinkler legislation

by: Lorraine Carli, NFPA Vice President, Communications

NFPA, much like the rest of the country, was saddened recently when seven children died in a home fire in Pennsylvania. Headlines of the tragic event filled newspapers across the country. Unfortunately it was not the only sad story to befall the Commonwealth of Pennsylvania just this year. There were several other fire fatalities making news since January.

As we looked at these horrific cases, we were struck by an irony. Also recently, special interests continued their effort – through HB 377 – to repeal an existing requirement in the Pennsylvania Uniform Construction Code (UCC) for home fire sprinklers in new homes.

We thought that warranted some public attention. We designed this ad and wanted to place it in a newspaper. The area newspaper rejected the ad saying that it was not in their best interest to print an ad that mentioned the incident involving the seven children. (Not sure what that means given it was covered as a news story.)

Our message is simple – it is too late for these fire victims, but we can do something to save countless lives for generations to come by requiring home fire sprinklers in new homes.

Home fire sprinklers reduce the risk of dying in a fire by up to 80 percent and reduce the average property loss by more than 70 percent. Home fire sprinklers also provide a much-needed level of safety for firefighters and other first responders who regularly risk their lives fighting these blazes. Every national safety code covering one- and two-family homes now requires the installation of fire sprinkler systems in new construction.

**"SEVEN KIDS KILLED
IN PENNSYLVANIA FARMHOUSE FIRE"**
MARCH 9

**"TWO KIDS DIE
IN PHILLY FIRE,
EIGHT PEOPLE INJURED"**
FEBRUARY 22

**"COUPLE, BABY KILLED
IN PHILADELPHIA
ROW HOUSE FIRE"**
FEBRUARY 28

**"MOTHER, THREE CHILDREN
KILLED"**
JANUARY 13

**"TWO BROTHERS, STEPFATHER
DIE IN PA. HOUSE FIRE"**
FEBRUARY 1

THESE ARE GRIM HEADLINES CHRONICLING SOME OF THE FIRE DEATHS
IN PENNSYLVANIA ALREADY THIS YEAR.

ALL HEADLINES FROM FIREHOUSE.COM

The Pennsylvania Builders Association
wants the legislature to repeal the state's requirement for home fire sprinklers.

THEY ARE DEAD WRONG.

It's too late for these fire victims, but home fire sprinklers should be required to save others.
The legislature should vote **NO** on **HB 377** to better protect the citizens of Pennsylvania and firefighters of Pennsylvania.

  FIRE SPRINKLER INITIATIVE
Bringing Safety Home www.firesprinklerinitiative.org

The consensus of the Building Code Review and Advisory Committee under the Pennsylvania Department of Labor was to promulgate the requirement. Installing sprinklers in new homes ensures that Pennsylvania residents enjoy the same level of safety at home that they have in most offices, schools, apartments and public buildings. Some are working to remove that level of protection for Pennsylvania residents.

So while we saved money on the placement of the ad, we really want to save lives. Rejecting HB 377 will do just that. The bill will now be taken up in the Senate. Please contact your Pennsylvania senator and ask him or her to vote “No” on HB 377.

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INDUSTRY BUZZ

Employee Use of PDA May Trigger Overtime Pay

Are your employees using their company-provided or personal BlackBerry, iPhone or other personal digital assistants (PDA's) to check and send business-related emails during non-office hours? If these workers are nonexempt employees, the employer may be exposed to claims for overtime pay for this off-hours work.

Under the Federal Labor Standards Act (FLSA), unless an employee is "exempt", the worker must be paid overtime (at least time-and-a-half the regular hourly rate) for time worked more than 40 hours in a workweek. Exempt employees are generally salaried workers who qualify under Labor Department regulations as a bona-fide professional, administrative, computer, executive or outside sales personnel. (See 29 CFR Part 541). An employee's job title or status as a salaried worker is not determinative of whether he or she is "exempt". The regulations require an analysis of the employee's pay level and the primary duties actually performed by the worker in order to qualify as an exempt worker. All other workers are "nonexempt", and thus must receive overtime pay for hours worked in excess of 40 per week.

Several class action lawsuits have been brought under the FLSA against employers who issued PDAs to their nonexempt employees and expected, or permitted, the employees to respond to business-related emails outside of normal business hours. The suits contend that the employees should be receiving overtime pay for the time spent responding to the emails during off-hours. The cases are pending.

Even nominal use of a PDA during off-hours can add up to several hours or more per week. In a class action—where a potentially large group of similarly situated employees are involved—the monetary exposure can be substantial. And if an employer is found to have willfully failed to pay overtime, the employer must pay double damages plus pay the plaintiff's attorneys fees.

Employer Policies

To limit this exposure, the employer can issue a PDA only to exempt workers and have a policy that nonexempt workers are not expected or permitted to respond to business-related

emails from any device during non-business hours. If it is essential to equip a nonexempt employee with a PDA, then the employer needs to establish rules as to their off-hours use, e.g., use is prohibited, or to be used only with express authorization, or to be used only under certain circumstances.



Finally, whatever the policy, the employer should require its nonexempt employees to track and record all time spent using any PDA or other device for work purposes during off-hours. Requiring a nonexempt employee to keep contemporaneous time records and regularly provide the recorded time to the employer will help limit exposure to substantial claims for overtime pay.

Originally reported on the Fire Suppression Systems Association website - www.fssa.net

Watch Your Mail Box



PAFED dues notices are being sent out in December for renewal of your membership for 2011.

Annual Membership fees are due on January 1 2011, and renew your membership for an entire year.

Please send your membership renewal TODAY...

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NEWS from NFPA

90-Second Fire Alarm Delay Proposal Stirs Emotions

Debate rages as vote looms over proposed 90-second response delay to fire alarms in commercial buildings.

A controversial proposal that would add a 90-second confirmation delay to response times for commercial fire alarms has triggered strong emotions on both sides of the issue leading up to the first official vote Feb. 10. According to proposed changes to NFPA (National Fire Protection Association) 72, the technical committee for the supervising station signaling committee is weighing a stipulation that would push back response times on alarms in commercial buildings by 90 seconds to make sure the alarms are for fires rather than more mundane things like burnt toast in a college dorm, for example.

A straw poll in January ended in a tie, says technical committee member Lou Fiore, meaning the proposed change lost in an unofficial vote. The official vote will be done through a mail ballot, with votes of the 25 principal members and their alternates due Feb. 10. Alternate members' votes only count if principal members don't vote, Fiore says.

The results of the vote will go out for public comment, Fiore says, with a report on the comments coming at the technical committee's next meeting in October. From there, the results will be reported at the NFPA's annual meeting the spring of 2012, where it is likely to be challenged either way. All NFPA members in attendance can then vote on the proposal, meaning it's not likely to take effect for more than a year at the earliest if it passes.

Passionate Stances

Wells Sampson, president of American Alarm & Communications, which has central stations in all four of its locations across Massachusetts and New Hampshire, says he wonders if the 90-second delay would create "a quality buffer." He points to a real-life example of a college fraternity house, where burning toast in the kitchen frequently triggered the fire alarm in the next room.

"If the fire alarm were going to keep going off, and eventually they were going to be facing fines for having fire trucks come out all the time for a non-emergency, wouldn't they be more likely to work with the alarm company and move the smoke detector to eliminate the root cause," Sampson asks. It took about 10 years to eliminate the root causes of false alarms, Sampson says, and he thinks that positive trend could start to go backwards if the 90-second delay is implemented for commercial buildings, including group living quarters such as dormitories, frat houses and senior housing.

"By eliminating the root causes, the quality is better, and most often they're real now," he says. "You may get improvement short-term in the number of dispatches (by adding the 90-second delay), but there's less incentive to stay on top of the root causes."

Fiore is an ardent supporter of the 90-second delay for commercial fire alarms, saying it's been in the fire code for residential buildings since 2002. One little-discussed stipulation, he says, is an opt-in clause that allows individual communities to decide whether they want to use the delay or not. That helped turn around Illinois fire chiefs, who were originally very much against the idea, Fiore says.

According to a report after the 90-second delay was implemented for homes, only a handful of responses were necessary by fire departments out of a 10,000-case sample, Fiore says. "The folks who are against it just need to be educated," he says. "The people working in fire services are out there saving lives. The argument is really overwhelming that it's a good thing. It's a terrible waste of resources to have them responding to alarms when there's not an actual fire going on in the building."

Tony Shalna, president of the Southeastern Signalmen's Association, opposes the 90-second delay in part because it requires owners of commercial buildings to hire around-the-clock personnel to be on the premises at all times in case the alarm goes off. That person would need to be there to confirm if there's a real need for fire trucks to be dispatched to the location, he says.

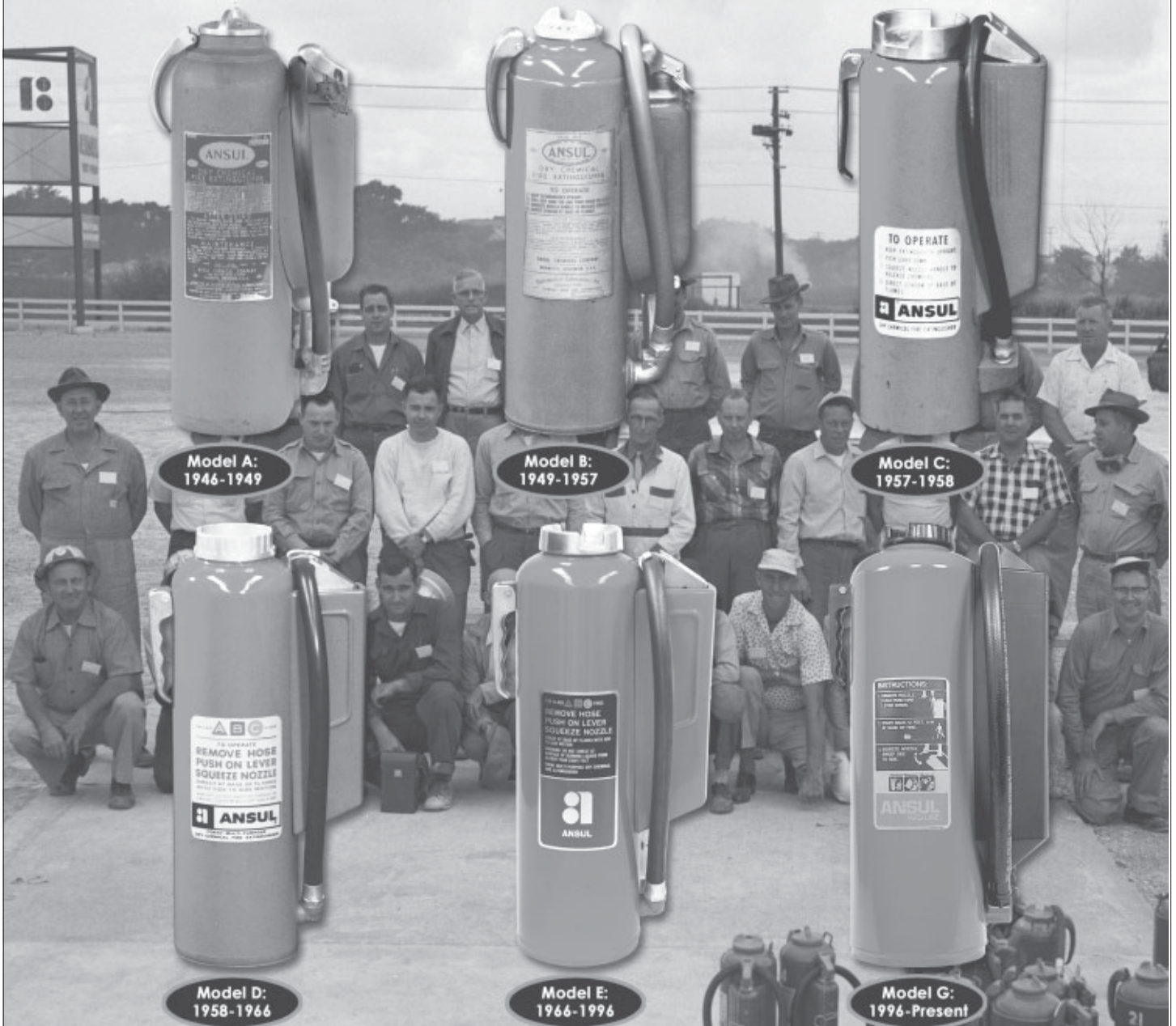
The delay could also lead to many commercial building owners being required to replace fire alarm systems to comply with the new guidelines, Shalna says. "The whole thing doesn't make any sense," he says. "I can see a commercial establishment being reduced to ashes in 90 seconds. If there's a fire chief who doesn't think 90 seconds is a long time, tell him to stick his head in a bucket of water for that long and see how that feels."

Call for Technical Committee Members

The Committee on Aerosol Extinguishing Technology is seeking members in all interest categories except Special Experts. This Committee is responsible for NFPA 2010, Standard for Fixed Aerosol Fire Extinguishing Systems.

continued on page 14

From A to G. We're just getting started.



Model A:
1946-1949

Model B:
1949-1957

Model C:
1957-1958

Model D:
1958-1966

Model E:
1966-1996

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Pennsylvania Association of Fire Equipment Distributors 2011 Spring Conference

April 26-27, 2011 at the Ramada Conference Center - State College, PA

Schedule of Events

Tuesday, April 26, 2011

1:00pm - 5:00pm: PaFED Board of Directors Meeting

Afternoon Free Time: Members are encouraged to spend the afternoon touring the State College, PA area. When it comes to shopping, State College has you covered. From the gift shop at Penn State University to outdoor outfitters, Central Pennsylvania has everything you're looking for - and then some! You'll find one-of-a-kind items at State College's antique, gift and furnishing stores. Dress to the nines with the help of apparel and accessories stores in the Penn State area.

There is plenty to do, and lots to see. For additional info visit www.visitpennstate.org

6:00pm - 7:00pm: PaFED Membership Reception - at P.J. Harrigan's Bar & Grill (Ramada Conference Center) - gather for a casual cash bar event where everyone can network and catch up with members from around the state.

Evening Free Time: Members are encouraged to either dine at the P.J. Harrigan's Bar & Grill in the Ramada Conference Center, or explore the many restaurants located in the State College area...

Wednesday, April 27, 2011

7:30am: Registration Opens

8:00am - 10:00am: Breakfast Presentation - "Tips On Handling a Loss Incident Involving Fire Equipment" - presented by J. Craig Voelkert, Amerex Corporation. *Mr. Voelkert has 40 years in fire protection, is a Member of NFPA 96, 17/17A Technical Committees, holds CFEI, and CFPS certification, is Chairman FEMA Government Relations Committee, has participated in fire investigations for the past 6 years, is a past instructor at Texas A & M, and University of Nevada Reno*

This presentation will provide information on how to handle a loss incident involving fire equipment from your company using various case studies as examples, we will discuss preparing for the eventuality of a loss, handling a loss when it happens, conducting investigations, avoiding mistakes, basic terms and processes.

Break for all Conference Attendees

10:30am - Noon: Business Meeting - including committee reports and Annual Election of Directors

Noon - 2:00pm: Lunch Presentation - "Break The Rules... Close More Sales" - presented by David Mills- The Sandler Organization. *David is the founder of Prescient Advantage and Principal of Sandler TrainingSM of Philadelphia, possesses 20 years of business development, management, and training experience. He has significant experience in developing unique sales and marketing strategies for both new and mature product portfolio's and has led the revitalization of numerous sales teams.*

This presentation is all about making and exceeding sales forecasts and financial objectives. Join Mr. Mills for an eye-opening look at the deficiencies of modern-day selling and our efforts to manage it. Come ready to discuss no-nonsense approaches to selling that challenge long-held sales beliefs, and place the power and control of the selling process in the hands of the sales professional.

Break for all Conference Attendees

2:30pm - 3:15pm: "Distributors' Association Roundtable Discussion" - presented by J. Craig Voelkert, Amerex Corporation, and Mike Kint, PaFED President.

This presentation will provide an update to the membership on a pan-industry meeting held in Dallas, TX during February of this year. The purpose of the meeting was to provide a forum under which all of the Fire Equipment associations, national, state and manufacturer could meet and discuss common industry issues and challenges.

Break for all Conference Attendees

3:30pm - 5:00pm: "Sales Opportunity Management for Today's Leaders" - presented by David Mills- The Sandler Organization.

This presentation will discuss when traditional pipeline management just won't do. Traditionally a sales pipeline has been a tool that simply monitors the progress between prospective buyer and seller. However, few organizations ever fully utilize this tool to the extent they could, and the methods by which many use it, often lead to misinformation and decisions that are not in their best interests.

Fully and properly utilized, an opportunity management process (pipeline) unites all elements of your sales department; from sales objectives, target accounts and resources to forecasting, your sales process, and key management responsibilities.

"It is not necessary to change. Survival is not mandatory." W. Edwards Deming

CONFERENCE REGISTRATION FORM

PaFED Spring 2011 Conference
April 26-27, 2011
 Ramada Conference Center
 State College, PA

Return completed form with payment to:
 PaFED
 3718 West Lake Road
 Erie, PA 16505

Please complete and return this form. Registration must be received by April 22, 2011
 Up to (8) Attendees may register using a single form.

COMPANY NAME _____ **Date:** _____
 Primary Contact Email: _____
Phone: _____ **FAX:** _____

Attendee Name (please print clearly)

Event Fee

PaFED Conference Attendee (4/27/11)

Wednesday Morning & Afternoon Events - Includes breakfast, lunch, and ALL conference seminars

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# 2	_____	@	\$150.00	
# 3	_____	@	\$150.00	
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# 5	_____	@	\$150.00	
# 6	_____	@	\$150.00	
# 7	_____	@	\$150.00	
# 8	_____	@	\$150.00	

Spouses or Significant Others (Those not attending Wednesday meeting, lunch or seminar sessions)

# 1	_____	@	N/C	
# 2	_____	@	N/C	
# 3	_____	@	N/C	
# 4	_____	@	N/C	

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Mid Morning Break Sponsorship	@	\$300.00	
Luncheon Sponsorship	@	\$300.00	SOLD
Mid Afternoon Break Sponsorship	@	\$300.00	
Reception Cocktail Hour Sponsorship (Event held Tuesday evening)	@	\$300.00	

Limited to one sponsor per event... Please call to determine which events are still available...

Grand Total _____

Conference Hotel Information

Ramada Conference Center	Phone: (814) 238-3001	PaFED Overnight Room Rate:
1450 South Atherton Street		\$82.00 per night + tax
State College, PA 16801		<i>Cutoff date: April 1, 2011</i>

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10 Unusual Ways to Cut Costs in the Office

The expenses that go with operating an office feel like they're very set. You need certain software, a coffee pot and the right furniture, or it isn't really an office. That doesn't allow for a lot of savings. If you're willing to think outside the box when it comes to the costs in your office, there are some ways to reduce the money you spend.

1. Audit Your Energy Use

Utilities can be a big expense in the office and cutting your costs there can help a lot. You can often arrange to have your local utility company provide you with an energy audit free of charge. This will help you find a lot of quick fixes. In his experience helping businesses go green, Shel Horowitz has seen some easy fixes: "Plug computers and peripherals (and copy machines, etc.) into power strips and turn the strips off when the office is closed, saving quite a bit of electricity." His other suggestions include using a duplexing printer and improving the insulation on your electrical outlets.

2. Share Equipment with Other Offices

How often do you use a copy machine? A fax machine? Any of the other equipment that seems to be standard for an office? Provided you're in an office building where other companies also have space, there's no reason to get dedicated equipment. If you carefully plan trips to another office, you may be able to share that equipment even if you don't work nearby. Create a common fund to buy and maintain the shared equipment and both companies can cut costs.

3. Outsource What Someone Else Can Do Cheaper

Sandra Baptist doesn't run errands. Instead, she uses a courier service: "They consolidate deliveries and deliver to certain areas on certain days, e.g., they go to the post office on Mondays, one of our banks on Wednesdays and Fridays, etc." Because the courier service can take several companies' mail to the post office in one trip, the overall cost is cheaper than if individual companies handled things on their own. Furthermore, Baptist can spend more of her time on work that will bring in income for her business.

4. Look at Alternative Spaces

Finding office space can be an expensive proposition, but the costs go up if you only look at spaces that are officially meant for housing offices. Depending on your company's needs, anything from a warehouse to an apartment might be just as adequate. You do have to make sure that zoning and your lease allow for your business, but you can find alternatives more often than you might expect.

5. Barter for Services and Products

If you have the availability in your schedule, trading your work for another company's can be worthwhile. Bartering isn't a good way to handle every client, but if there's something that you really need, you can often get it for below the price tag if you barter. It's important to make sure that you're getting a fair value for what you're offering, of course. When you're bartering, it's not always easy. Take into account what you would make if you simply sold a service or product, as well as what it will cost you to give it away for free.

6. Join Local Organizations

Just by being a member of your local Chamber of Commerce, you can often get discounts on services or products from other members. While discounts certainly aren't universal and you shouldn't join for the sake of discounts, it's worthwhile to take a look at organizations operating in your area to see if any members offer discounts specifically on those services or products you actually need.

7. Consider Where You're Getting Your Power

We typically just call up the utility company and have them start our service when we set up a new office. But Miles Lee, the president of Alliance Cost Containment, points out that there are other options. There are some things you can power yourself. Lee says, "Check out solar or micro wind turbines for outside lights and closed circuit TV." He also notes that, depending on your state, you may be able to bid out your power and gas usage.

8. Encourage Your Employees to Get Healthy

Whether or not you can offer health insurance, healthy employees are less expensive. You don't have to worry about as many sick days, lost productivity or even hiring temps. The same thing goes for you, as the boss. Losing time to mild illnesses can be a big drain on your business, so take junk food out of the vending machine or organize group trips to the gym.

9. Get Rid of the Printer

Having a printer means that you have to buy paper and ink, along with the occasional replacement for your current printer. Peggy Duncan got rid of her printer and hasn't missed those added costs at all. While her office isn't entirely paperless, she handles most paperwork by sending PDFs — which can be signed digitally — and by scanning the receipts and other paperwork that people send her way.

10. Ditch the Phone Line

As long as you have an internet connection in your office, you can reduce or even eliminate your costs for telephone service. There are a variety of voice over IP tools that not only let you take phone calls through the internet, but also give a phone number or call out to a regular phone line easily. There are also a variety of fax services. Sonia Gallagher relies on Skype for her consulting business: "I coach clients via telephone and give them the option of doing it via web camera. This way they have the choice of seeing me through the computer or just speaking to me via phone."

Wise Bread is a leading personal finance community dedicated to helping people get the most out of their money. Get daily money tips by following Wise Bread on Facebook or Twitter.

Originally published in the Aug 27, 2010 edition of American Express OPEN Forum

90-Second Delay, continued from page 8

*The **Committee on Portable Fire Extinguishers** is seeking members the interest category of Enforcers. This Committee is responsible for NFPA 10, Standard for Portable Fire Extinguishers.*

*The **Committee on Signaling Systems—Notification Appliances for Fire Alarm Systems** is seeking members in all categories except Manufacturers and Special Experts. This Committee is responsible for Chapter 18 and Annex F in NFPA 72®, *National Fire Alarm Code*®.*

*The **Committee on Signaling Systems—Public Fire Reporting Systems** is seeking members in all categories except Manufacturers, Special Experts, Installers/Maintainers and Users. This Committee is responsible for Chapter 27 in NFPA 72®, *National Fire Alarm Code*®.*

*The **Committee on Standpipes** is seeking members in all interest categories except Installer/Maintainers. This Committee is responsible for NFPA 14, Standard for the Installation of Standpipe and Hose Systems.*

Committees Soliciting Proposals

The committees for the following documents are planning to begin preparation of their reports. In accordance with the Regulations Governing Committee Projects, committees are now accepting proposals for recommendations on content for the documents listed below. Proposals received by 5:00 p.m. ET on the closing date indicated will be acted on by the committee, and that action will be published in the committee's report. Proposals must be submitted to Codes and Standards Administration on proposal forms which are available in the back of all NFPA documents or from NFPA headquarters. (NOTE: For information on specific committee meeting dates, contact Codes and Standards Administration, NFPA.)

Copies of **new document** drafts are available by email at stds_admin@nfpa.org or from Codes and Standards Administration, NFPA, 1 Batterymarch Park, Quincy, MA 02169-7471, or they may be downloaded from NFPA's website at <http://www.nfpa.org/codelist>.

If you need a current edition of a document, please contact NFPA, Fulfillment Center, 11 Tracy Drive, Avon, MA 02322, or call 800-344-3555.



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TECH CORNER

Debunking, Debugging, and Demystifying...

In keeping with the Discovery Channels most popular TV Show – “*Myth Busters*”, we asked PaFED member Amerex Corporation to shatter some of the industries most common myths.

Common Myth - “Always use the oldest extinguishers for Training.”

This really isn’t a good idea.

In a previous issue we discussed briefly UL ratings and different flow rates. Just as different extinguishers made today have different flow rates and discharge times, extinguishers made 20 to 40 years ago had different flow rates and nozzle discharge patterns. It has not been unusual for us to find old extinguishers with low ratings and strange discharge patterns being used for training.

The problem with doing this is that your customers learn a technique based on extinguishers that they will never use. They are then surprised by the different “feel” of the extinguisher when a real fire incident happens. Different discharge patterns and flow rates make it harder for them to extinguish the fire. A general rule to follow for training is: always use what the customer has in their facility. You are customizing the training to the equipment they will be using and eliminating the possibilities of surprises. Whatever you do, please do not use cartridge operated extinguishers for training if the customers use stored pressure extinguishers. The difference in the operation of these two extinguisher designs is so great that the customer will end up being totally confused.

Also, remember that if you have to use the customers’ extinguishers that must be “pulled off line” for the training session, you must provide extinguishers in the place of the ones you are using while the session is being conducted. The replacement extinguishers must be of equal or greater rating.

Common Myth - “Recovered ‘Scrap’ Dry Chemical is OK to use for Training.”

No way!

Used chemical that is unfit to put into extinguishers that go “on-line” will not work well in training situations even using the best chemical recovery systems. Certainly this chemical should NEVER be used for product demonstrations. Different grinds of chemical, loss of “fines” and mixing of different chemical bases (such as ABC with Purple-K or Regular) will compromise the performance of the chemical on the fire.

We have had a couple of instances where our High Performance extinguishers were shown to large industrial users with poor results. After much expense we ran the same fires with our standard Regular Dry Chemical and with the customers “salvaged” dry chemical. The results showed that the same operator could put out the fire three times in a row using our regular dry Chemical and could never put it out with the “salvaged” chemical. The customer admitted that they had used salvaged dry chemical for the product demonstration in an effort to save money. They also could not believe the difference between the new chemical and what they had been using for training.

If you want to show superior performance with the products that you sell and service, always use new or original (not salvaged) Dry Chemical for training sessions.

NEVER USE RECYCLED OR SALVAGED CHEMICAL FOR PRODUCT DEMONSTRATION ON LIVE FIRES.

NEVER, EVER, USE RECYCLED OR SALVAGED CHEMICAL FOR EXTINGUISHERS THAT GO “ON LINE.”

Common Myth - “It doesn’t matter how I remove ‘O’ rings.”

It does.

Even if you plan on replacing the “O” ring, you must be careful how it is removed.

“O” rings require periodic inspection and/or replacement in order to maintain optimum extinguisher performance. Care must be used when conducting this essential maintenance.

Using a sharp object to remove any seal may not only damage the seal, but can cut into the sealing surface of the valve. This may cause a leak, even when a new seal is installed.

Just a little bit of care and caution when removing or replacing seals of any kind will help to eliminate “leakers” caused by seal failure.

Editors Note: Thanks to Amerex Corporation for allowing us to reprint this information from their website (<http://www.amerex-fire.com>).

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**Pennsylvania Association of Fire Equipment Distributors
2011 Board of Directors Election**

Absentee Ballot

There are currently three (3) open positions for Directors on the PaFED Board of Directors. The following candidates have been nominated for these positions. An election will be held during the Business Meeting of the Spring 2011 Conference on April 27, 2011. If a representative of your company will not be in attendance at the April 27th meeting, please complete this absentee ballot.

Absentee ballots must be received by the PAFED office no later than 5:00 PM on April 22, 2011.

Vote for (3) from the following: *(Please place an "x" within the brackets [] of your choices)*

- Daniel L. Goss II** – Susquehanna Fire Equipment – Dewart, PA
- Bruce Kauffman** - Kauffman Fire Equipment - Richland, PA
- Diane Keeney** - Keeney Fire Extinguisher Service - Waynesboro, PA
- James White** - JAWCo Fire, Inc. – Punxsutawney, PA
- Write-In Candidate _____
- Write-In Candidate _____
- Write-In Candidate _____

Ballot submitted by:

Company Name: _____

Name of Individual: _____

Signature: _____

Mail To: PAFED, 3718 West Lake Road, Erie PA 16505

or

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Absentee ballots must be received by the PAFED office no later than 5:00 PM on April 22, 2011

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Month:	Date:	Test Type:	Location:
January	7	Tech 1 Written Exam	Pa State Fire Academy
February	4	Tech 1 Written Exam	Pa State Fire Academy
March	4	Tech 1 Written Exam	Pa State Fire Academy
	18	Tech 1 & 2 Written Exam	Philadelphia, PA
	18	Tech 1 & 2 Written Exam	Pittsburgh, PA
April	8	Tech 1 Written Exam	Pa State Fire Academy
May	6	Tech 1 Written Exam	Pa State Fire Academy
June	3	Tech 1 Written Exam	Pa State Fire Academy
July	15	Tech 1 & 2 Written Exam	Philadelphia PA
	15	Tech 1 & 2 Written Exam	Pittsburgh, PA
August	5	Tech 1 Written Exam	Pa State Fire Academy
September	2	Tech 1 Written Exam	Pa State Fire Academy
	8	Tech 1 Skills Exam, Tech 1 Recertification, Tech 2 Written Exam	Pa State Fire Academy
October	7	Tech 1 Written Exam	Pa State Fire Academy
	20	Tech 1 & Tech 2 Written Exam	PaFED Fall Conference
November	4	Tech 1 Written Exam	Pa State Fire Academy
December	2	Tech 1 Written Exam	Pa State Fire Academy

Contact the PaFED Association Office for registration forms.

PRE-REGISTRATION REQUIRED...

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