

PaFED's

Volume 7, Issue 3
September 2011



New Era

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2011

A decorative border of blue maple leaves surrounds the central text.

PaFED 2011 Fall Technical Conference Issue

*See centerfold for Schedule of Events
and Registration Form*

PaFED New Era



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**Pennsylvania Association of
 Fire Equipment Distributors**
 3718 West Lake Road, Erie, PA 16505
 888-923-3473 (PA), 814-835-2302, 814-838-5127 FAX
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President's Column

by: Mike Kint, PaFED President

Happy almost-fall to all my fellow PaFED members! I hope that everyone had an enjoyable summer, and were able to get away to enjoy the beautiful weather we have had.

I was able to get out and enjoy an ATV that I purchased earlier this year as I attended the 4th Annual Fishers Reunion held in Patten, PA at the Rock Run ATV Recreational Park. The trip was a blast along with my father, brother, 13 year old nephew Matthew and some friends of my brothers. We enjoyed four days of bonding, riding and getting muddy.

I look forward to seeing everyone at the Fall Conference which will be held in Mars, PA on October 26th. This will be the technical oriented conference, so please bring your technicians and come prepared to meet with many of our associate members in the vendor's hall. We will also be holding the 1st annual awards banquet on Tuesday night before the conference.

If anyone is interested in doing a little trail riding before the conference please contact me and I will organize something for the weekend before the conference in this area. It can be the 1st semi-annual unofficial PaFED ATV trail ride. (I think we would need a better name for this!)

As always the board is looking for ideas for the conferences, the New Era, future board position, and committee members. If anyone is interested in participating, or would like to see something particular please contact the committee chair or the state office with your ideas or suggestions.

We'll enjoy the start of the weather cooling down and come out and support your State Association on the 25th & 26th.

Mike



Larry E. Schlipf, Jr.
 Executive Vice President

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Reminder

Please remember to file your Portable/Wheeled Fire Extinguisher Incident report with NAFED & PAFED.

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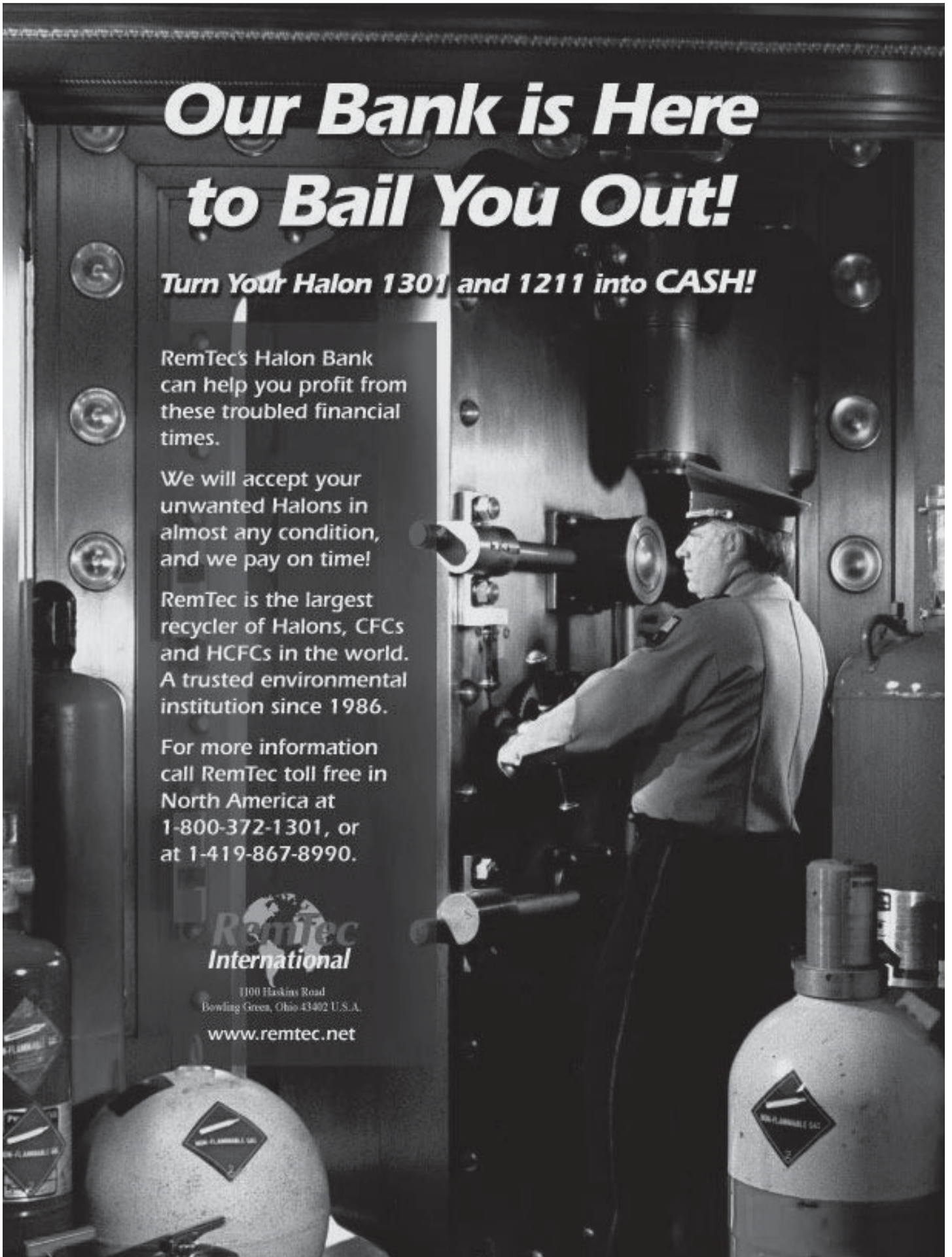
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INDUSTRY BUZZ

Lack of UL-300 Fire Suppression System Voids Restaurant Owner's Insurance Coverage

WARNING TO INSUREDERS – Should I replace my obsolete dry-chemical fire suppression system with a new UL-300 compliant wet chemical system? Answer: Yes—If you don't have a properly installed and maintained UL-300 compliant wet chemical system your property casualty insurance coverage may be voided, according to a recent court decision (*French King Realty, Inc. vs. Interstate Fire and Casualty Co.*, Mass. Appeals Court).

Here are the facts of the case.

In 1970 a dry chemical suppression system was installed in a Massachusetts restaurant. The owner failed to replace the system with a UL-300 compliant system (the UL-300 standard was issued in November 1994), despite these repeated warnings to do so:

- A 2000 bulletin from the system manufacturer recommended an upgrade to a new UL-300 compliant wet chemical system and announced a phase-out of manufacturer parts and support for the dry chemical systems.
- In 2002, the restaurant's previous property casualty insurer declined to renew the policy because no "wet chemical system" had been installed.
- A February 2002 notice from the system manufacturer advised that the dry chemical system protecting cooking equipment would no longer be supported for service, repair or recharge.
- A November 2003 letter from a fire systems service company to the owner advised that the dry chemical system did not comply (as required in Massachusetts) with NFPA 96 (2001 edition) and was not in accordance with the manufacturer's UL listing for the system. A replacement cost of \$3,250 was quoted for a new system.
- A June 2004 report from the service company to the owner advised that the dry chemical system was in "NONCOMPLIANCE" and it did not meet the NFPA 96 mandate to have a UL-300 complaint system. The system was "red-tagged" by the service company.

- A June 2005 letter from the service company to the owner again advised that the system failed to meet NFPA 96 and the UL listing as required by law. A replacement cost of \$3,695 was quoted for a new system.

- In June 2005 a city building inspector advised the owner that the red-tagged dry chemical system had to be upgraded a UL-300 compliant system in order to comply with building and fire code requirements, and without an upgrade the restaurant owner could not renew various licenses needed to continue operations.

In October 2005, a fire broke out and destroyed the restaurant. The dry chemical system failed to function properly. The insurance company denied coverage for the loss based on a number of policy exceptions in the Protective Safeguards Endorsement, including a coverage exclusion if the insured "failed to maintain any *protective safeguard* listed in the Schedule in complete working order." The Schedule required the restaurant to maintain a fire suppression system. The restaurant owner also failed to inform the insurer of a "suspension or impairment" of any protective safeguard, as required in the policy. The restaurant filed a lawsuit against Interstate Fire and Casualty, seeking a court order declaring there was policy coverage for the loss and requiring the insurer to pay the fire loss claims.

The trial court ruled against French King Realty, and the Massachusetts Appeals Court affirmed the lower court ruling. The restaurant's failure to have a properly installed and maintained UL-300 compliant wet chemical fire suppression system (a "protective safeguard" required by the insurance policy) justified the denial of coverage by Interstate Fire and Casualty, according to the appeals court. Other legal arguments made by French King Realty were also rejected.

To view the appeals court opinion, go to www.socialaw.com/slip.htm?cid=20724&sid=119

An article in Insurance Journal on this case can be viewed at www.insurancejournal.com/news/east/2011/07/20/206553.htm.

Originally published in the August 2011 Fire Equipment Manufacturers Association Bulletin

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13 Business Leaders Who Failed Before They Succeeded

It's often said that success is 10 percent inspiration and 90 percent perspiration. For these 13 eventual business successes, it might be said that success is ninety percent failure.

1. Akio Morita

Morita co-founded Sony, a multi-billion dollar company. But the company's beginnings were not so rosy. Their first product was a rice cooker, but it burned the rice. However, this didn't stop them from moving on to building bigger and better things.

2. Bill Gates

Before building his empire, Gates started a business called Traf-O-Data which went nowhere and he dropped out of Harvard. But his passion for computers and his vision of the opportunities led him to start Microsoft.

3. Colonel Sanders

Surprisingly, the Colonel's famous secret chicken recipe was rejected over a 1,000 times before a restaurant accepted it. He founded KFC when he was 65 years old.

4. Evan Williams

Before co-founding the social media giant Twitter, he founded a company called Odeo, a podcasting platform. Soon after, Apple announced that the iTunes store would include a podcasting platform, making Odeo obsolete.

5. Frank Winfield Woolworth

Before starting the Woolworth Company (now Foot Locker), Woolworth worked at a dry goods store. His boss did not allow him to wait on customers because Woolworth "didn't have enough common sense to serve the customers." The Woolworth Company was one of the original five-and-ten-cent stores, which is the model Sam Walton used to start Walmart. Woolworth's eventually became one of the largest retail chains in the world.

6. Fred Smith

While studying at Yale University, Fred Smith presented a business idea to his business management class that received a nearly failing grade. The idea was for a parcel service that could deliver packages overnight. Smith ignored the grade and founded FedEx.

7. Henry Ford

Ford's first two car companies failed and left him broke. But that didn't stop him from founding Ford Motor Company and become the first to apply assembly line manufacturing for cars. He became one of the three most famous and richest men in the world.

8. Mark Cuban

Before making billions selling his company to Yahoo, Cuban failed at a variety of jobs. He failed as a carpenter, as a cook, as a waiter (he couldn't open a bottle of wine). He says of his failures, "I've learned that it doesn't matter how many times you failed. You only have to be right once. I tried to sell powdered milk. I was an idiot lots of times, and I learned from them all."

9. Rowland Hussey Macy

Between 1843 and 1855, Macy opened four retail dry goods stores that all failed. He learned from those mistakes, and hit it big with his next store in New York City.

10. Richard Branson

Even the fifth richest person in the U.K. didn't get to where he is now without a few failures along the way. Along with his famous Virgin Records and Virgin Airlines, he also developed Virgin Cola and Virgin Vodka. The fact that you don't recognize them says it all.

11. Soichiro Honda

Honda initially applied for a job at Toyota as an engineer, but was turned down. Being jobless, he started making scooters at home, which he sold to neighbors. With the support of his family, he founded Honda, the world's largest motorcycle manufacturer and one of the most profitable automakers.

12. Thomas Edison

Edison, one of the most prolific inventors in history (holding over 1000 U.S. patents), was told as a boy by his teacher that he was too stupid to learn anything and suggested he go into a field that did not require intelligence. He tried more than 9,000 experiments before he created the first successful light bulb.

13. Walt Disney

Disney was fired by an editor because, "he lacked imagination and had no original ideas." His first animation company went bankrupt and it's said that he was turned down hundreds of times when he sought financing for Disney World. The Walt Disney Company makes average revenue of U.S. \$30 billion annually.

If you're still waiting for success, do what these thirteen did and don't give up.

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Workers Jeopardize Their Health And Safety By Failing To Wear Required Safety Equipment

Survey of Safety Professionals Finds High Rate of Noncompliance with PPE Protocols

In a survey released recently by Kimberly-Clark Professional, 89 percent of safety professionals said they had observed workers not wearing safety equipment when they should have been. Twenty-nine percent said this had happened on numerous occasions.

“This high rate of noncompliance with PPE protocols presents a serious threat to worker health and safety,” said Gina Tsiropoulos, manufacturing segment marketing manager for Kimberly-Clark Professional. “While the reasons for noncompliance are varied, the threat to workers is clear-cut. Without the proper use of PPE, they are at risk of serious injury or even death.”

The Occupational Safety & Health Administration (OSHA) requires the use of personal protective equipment to reduce employee exposure to hazards when engineering and administrative controls are not feasible or effective. Yet, data from the Bureau of Labor Statistics (BLS) show that of the workers who sustained a variety of on-the-job injuries, the vast majority were not wearing PPE.

It is therefore no surprise that 78 percent of respondents said workplace accidents and injuries were the concerns most likely to keep them up at night.

Worker compliance with safety protocols was also cited as the top workplace safety issue. Twenty-eight percent of respondents chose this, while 21 percent selected “fewer workers.” “Insufficient management support for health and safety functions” and “meeting the safety needs of an aging workforce” tied at 18 percent. Lack of funds to implement safety programs was last at 8 percent.

Given the importance of PPE in ensuring worker safety, the survey examined the reasons for such high levels of noncompliance. Of those respondents who observed PPE noncompliance in the workplace, 69 percent said the primary cause was workers thinking that PPE wasn’t needed. This was followed by:

- Uncomfortable
- Too hot
- Poor fit
- Not available near work task
- Unattractive looking

The Future of Workplace Safety

What measures have safety managers taken or plan to take in the near future to encourage greater PPE compliance? The top strategies were: improving existing education and training

programs (61 percent) and increased monitoring of employees (48 percent). These were followed by:

- Purchasing more comfortable PPE
- Tying compliance to individual performance evaluations
- Purchasing more stylish PPE
- Developing incentive programs

Most Challenging PPE

When it comes to compliance with PPE protocols, eye protection was found to be the “most challenging” PPE category, according to 24 percent of respondents. This was a disturbing though not unexpected finding considering that nearly three out of five workers who experienced eye injuries were found not to be wearing eye protection at the time of the accident or were wearing the wrong kind of eye protection for the job. Add to this the fact that thousands of workers are blinded each year from work-related eye injuries that could have been prevented and the magnitude of the problem becomes clear.

The next highest category for noncompliance was hearing protection (18 percent) – another disturbing finding since occupational noise-induced hearing loss is 100 percent preventable when proper measures are implemented. It was followed by respiratory protection/masks (17 percent), protective apparel (16 percent), gloves (14 percent), and head protection (4 percent).

Potential Exposure to Heavy Metals

Because some workplace hazards can’t be addressed by PPE, respondents were also asked about the potential health and safety issues posed by re-usable rental shop towels. Ninety-one percent said they would be concerned if they found that oil, grease, heavy metal residues or other toxic elements were in their re-usable rental shop towels in levels that exceeded regulatory health-based exposure limits. Of these, 57 percent said they would be very concerned. Only 3 percent said they would not be very concerned and not a single respondent said they would not be concerned at all.

Eighty-one percent of respondents indicated they were aware of the fact that industrial workers could transfer dangerous metals, like lead and cadmium, to their hands and clothes from rental shop towels and then potentially ingest them and/or bring these toxins home to their families, by correctly answering that this statement was true and not false. Forty-four percent said they knew that heavy metals could make their way into a facility’s operations via laundered rental shop

towels from other companies' manufacturing processes, while 36 percent did not.

"These findings are in keeping with the results of a new study that found elevated levels of heavy metals in tested laundered shop towels, which could result in worker exposures that exceed various health-based criteria," said Tsiropoulos. "The study by Gradient, a nationally recognized environmental and risk science consulting firm, also found that workers may be exposed to metals that do not otherwise exist in their work environment because laundered towels are often delivered to different companies each time they are laundered for reuse."

Environmental Concerns

The survey also asked respondents to weigh in on environmental topics. When questioned about wiping products and the environment, 55 percent said that laundered shop towels that pollute the water with toxic elements, such as oil, grease and heavy metal residues, had a greater environmental impact than disposable shop towels that are sent to landfill. As for what their organizations were doing to be more environmentally responsible, two choices stood out above all others: recycling more and reducing consumption of resources, such as water or energy. Asking vendors to demonstrate the environmental benefits of their products or services came in third.

Disaster Preparedness

In the wake of the earthquake and tsunami in Japan and other natural disasters around the globe, the survey asked about whether organizations had plans in place to prepare for a disaster or pandemic. For the majority of respondents, the answer was yes. Sixty-seven percent said they had a formal workplace continuity plan and 42 percent said they had cross-trained personnel to perform essential functions. Eighteen percent said they did not have contingency plans for either a natural disaster or pandemic.

Survey Methodology

The survey of 119 people was conducted over the Internet from June 10, 2011 through July 11, 2011. All survey respondents said they were responsible for purchasing, selecting or influencing the purchase or selection of Personal Protective Equipment (PPE) or industrial wiping solutions. Sixty-three percent were safety directors or managers, while the other 37 percent were industrial hygienists, facilities or general managers, environmental managers or held other positions. They were employed in the following fields: construction/utilities; chemical/plastics manufacturing; metal manufacturing; food processing; computer, electronics and electrical product manufacturing; transportation equipment manufacturing or other fields.

SOURCE Kimberly-Clark Professional

How to Kill an Association

Don't participate beyond paying your dues — "let them handle things" attitude.

Then complain that members have no voice in management.

Decline all officers and committee appointments — you're too busy.

Then offer vociferous advice on how they should do things.

If appointed to a committee, don't work — "it's a courtesy appointment."

Then complain because the organization has stagnated.

Don't attend any of the activities planned.

Then complain that nothing is provided for you.

If you attend meetings, don't initiate new ideas.

Then play devil's advocate to those submitted by others.

Don't rush to pay your dues — they're too high anyway.

Then complain about poor financial management.

Don't encourage others to become members — that's selling.

Then complain that membership is not growing.

Don't read mail from the association — it's not important.

Then complain that you're never informed.

Don't volunteer your talents — that's ego fulfillment.

Then complain that you're never asked and never appreciated.

And, if by chance, the organization grows in spite of your contributions, grasp every opportunity to tell the youngsters how tough it was and how hard you worked in the old days to bring the organization to its present level of success.

"Does this sound like anyone you know?"

*Reprinted from the
New Jersey Law Enforcement Officers Assn.*

Pennsylvania Association of Fire Equipment Distributors 2011 Fall Conference

October 25-26, 2011 at the Four Points Sheraton - Pittsburgh North - Mars, PA

Schedule of Events

Four Points Sheraton - Pittsburgh North One look at the magnificent five-story tree lined atrium and you'll understand what the Four Points by Sheraton Pittsburgh North is all about. Recently refaced in imported Italian marble, the breathtaking atrium offers numerous shops - including a jeweler, gift shop, beauty salon, and limousine service. Conveniently located at the intersection of Interstate 79 and the Pennsylvania Turnpike, they provide travelers easy access to all attractions in the Cranberry and Pittsburgh areas as well as complimentary parking.

Tuesday, October 25, 2011

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

Afternoon Free Time: Members are encouraged to spend the afternoon touring the Cranberry Township (Mars), PA area. Countless shopping plazas surround the host hotel area, and downtown Pittsburgh is just a short 15 minute drive away. There is plenty to do, and lots to see. Visit <http://www.VisitPittsburgh.com> for info on the local attractions...

6:00pm: PaFED Membership Reception - at the Four Points Sheraton

7:00pm: PaFED Membership Dinner - at the Four Points Sheraton includes buffet dinner, cash bar, and evening entertainment...

Wednesday, October 26, 2010

7:00am: Associate Member / Exhibitor Display Setup

8:00am: Registration / Membership Breakfast - join us for a full buffet breakfast in the Exhibit Hall - *Meet, Greet & Eat !!!*

9:00am - 10:15am: Session #1 - "Special Hazard Applications"
presented by J.R. Nerat, Badger Fire Protection

Break for all Conference Attendees in the VENDOR EXHIBIT HALL

10:45am – Noon: Membership Business Meeting

Lunch for all Conference Attendees in the VENDOR EXHIBIT HALL

1:00pm – 2:00pm: Session #2 - "A Fire Marshal's View of NFPA / ICC Codes" presented by Deborah Waller P.E., Fire Marshal, Upper St. Clair Township

Break for all Conference Attendees
in the VENDOR EXHIBIT HALL

**2:15pm – 4:00pm: Session #3 -
"Emergency Lighting Overview"**
presented by Bob Mete of
Brooks Equipment

1:30pm - 3:30pm: "Tech 1 and Tech 2 Written Exam" -
pre-registration required (Contact PaFED office for forms)

**PaFED
Exhibitor Display
Hours:
8:00am to 3:00pm**



CONFERENCE REGISTRATION FORM

PaFED Fall 2011 Conference
October 25-26, 2011
 Four Points by Sheraton - Pittsburgh North
 Mars, 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 October 21, 2011
 Up to (4) Attendees & Spouses may register using a single form.

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

Attendee Name (please print clearly)

Event Fee

Membership Buffet Dinner & Entertainment (10/25/11)

Tuesday Evening Event - Reception @ 6:00pm with Dinner and Entertainment beginning @ 7:00pm...

# 1	_____	@	\$45.00	_____
# 2	_____	@	\$45.00	_____
# 3	_____	@	\$45.00	_____
# 4	_____	@	\$45.00	_____

PaFED Conference Attendee (10/26/11)

Wednesday Morning & Afternoon Event - Includes membership breakfast, buffet lunch, and conference seminars

# 1	_____	@	\$95.00	\$95.00
# 2	_____	@	\$95.00	_____
# 3	_____	@	\$95.00	_____
# 4	_____	@	\$95.00	_____

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

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

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UNCLE PaFED WANTS YOU!

by: Mike Powell

Dear Member:

There are probably a few members who may feel PaFED has lost its direction, that the organization needs something. I'll tell you what that something is... **YOU!**

Now I am writing to the newest member and the longest members who have served this group with professionalism and sincerity.

The new Board is re-committing itself to a new era. We can only do this by getting the members directly involved in committees. The Board recognizes that we are all busy doing our own business. But more hands mean a lighter load for everyone.

Here is a list of Committees:

AWARDS:

Chairperson - Bruce Kauffman, 717-866-0062

Become part of the committee that rewards the great efforts of the members.

BYLAWS:

Chairperson - Mike Kint, 717-221-2800

Currently there are no new proposed changes to the Bylaws, but members have a right to question them and propose changes.

CERTIFICATION:

Chairperson - Dan Goss, 570-538-0313

This is the committee that was the driving force of PaFED. It is going through many changes and we want you to be a part of this historic program that has been the model for a few State organizations that want high standards.

CONFERENCES:

Chairperson - Mark Connolly, 412-782-2800

Are there subjects that you would like discussed at the conference? Do you have speakers that you believe would be interesting and informative? Then this committee needs you.

EDUCATION:

Chairperson- Mike Powell, 215-785-0688

We are currently in the process of creating training based on real life applications to NFPA Pamphlet 10. We are looking to create DVD's with the idea of making test taking easier, but also to train new people on proper procedures in the field.

GOVERNMENT AFFAIRS:

Chairperson - John Gillespie, 215-841-0100

Nothing affects what we do like governmental changes in laws. Everyone is a member of this in spirit because if you come across any article that reflects poorly on our needs in business contact the Chairman.

FINANCE:

Chairperson - Mike O'Brien, 800-322-9060

This committee is responsible for the funds that have been entrusted to the Board for the membership. We want members who will back up the Chairperson in record keeping and be witness to how the money is spent for the betterment of PaFED.

MEMBERSHIP:

Chairperson - Howard Fry, 570-322-3840

No organization can survive if they don't grow. There are companies in Pennsylvania that need to be contacted with an invitation to join. Join this committee to help in that effort.

NOMINATIONS:

Chairperson - Diane Keeney, 711-762-7611

The Board has term limits. If you believe you can make a contribution to this important part of PaFED become a member of this committee.

SUNSHINE:

Chairperson - Bruce Kauffman, 717-866-0062

This committee needs the help of every member. If you know of any PaFED member that may have suffered a loss of a loved one or become ill let the Chairperson know.

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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 - “It’s OK to service old Fire Extinguishers.”

This depends upon the availability of parts FROM THE MANUFACTURER.

If the manufacturer is no longer in business (Fyr-Fyter, Stop-Fire, Norris, Power- Pak, RC Industries) or if the manufacturer no longer provides parts for that model, it should be removed.

Who is going to warranty these parts? When they fail and an extra trip is required to fix a leaker, what have you gained? If the parts are questionable, how is the extinguisher going to perform? In the end, are you really doing your customer any favors? Are you providing the best fire protection possible?

There are some other issues at stake here. How long is an extinguisher good? 12 years, 20 years, 30 years? At what point has it served its purpose?

We have always found it curious that some Fire Departments will spend \$300,000 on a new fire truck, complete with gold leaf striping, and put a 30 or 40 year old fire extinguisher on the truck.

These aren’t expensive pieces of equipment, but when they are needed THEY HAVE TO WORK PROPERLY. Why take the chance on trying to keep old units alive with non-original parts?

Common Myth - “The requirements of NFPA 10 will always be enough.”

All NFPA standards are **minimum requirements** by definition. As you look at a customer’s facility, keep this in mind.

Are you doing the customer any favors by going with the minimum requirements? Maybe not. How dangerous is the hazard? What is the fire history for that type of operation or industry? What is the customers history of fire incidents?

How much more does it cost the customer **over the life of the extinguisher** to have a 10 lb. extinguisher instead of a 5 lb., or a 20 lb. instead of a 10 lb.? Isn’t the cost for annual maintenance going to be the same? How about the cost for

six year tear down and hydrotest? If they are worried about recharge costs, then the extinguisher was used and likely paid for itself anyway.

Here are some more things to consider: How do you know how large their fire is going to be? How do you know how many extinguishers and what sizes will be required to extinguish it? If your motivation is to provide better fire protection, can you really be faulted for providing more than what the code or standard requires?

Certainly there isn’t much logic in putting 30 lb. extinguishers every 10 feet in an elementary school. But there also isn’t much logic in having a 6 lb. unit at a gas station or a 5 lb. unit on a tanker truck.

Many of the existing requirements for a 20B:C rating date back to the 1950’s when that was the largest rating any 20 lb. dry chemical fire extinguisher could obtain. Today’s ratings allow that to be achieved with a 6 lb. dry chemical unit or less. Can any 6 lb. dry chemical extinguisher provide as much protection as a 20 lb. dry chemical extinguisher can – regardless of ratings?

Common Myth - “If a cylinder passes the hydrostatic test then I can disregard the visual inspection.”

Absolutely not!

It is possible for a cylinder to pass hydrostatic testing in spite of having disqualifying features; features that have occurred during in-service field use, e.g., cuts.

While this doesn’t seem logical or right this topic is vital because DOT has been levying fines for visual inspections not being performed. How can this be if the unit passes an actual hydrostatic test? It’s important to remember that because the unit made it to your shop for testing that the system works. However, it’s equally important to remember that the cylinder requalification work that you perform has your name on it and that this cylinder may be in service for another five (5), seven (7), or twelve (12) years.

Cylinder **requalification** begins with a visual inspection. If this is performed correctly, according to Compressed Gas

continued top of next page

Association (CGA) pamphlet C-6, Standards for Visual Inspection of Compressed Gas Cylinders, you might not even have to perform a hydrostatic test! How can this be you wonder? Visual cylinder requalification proceeds hydrostatic testing, it doesn't replace it. If the visual inspection reveals cylinder features that are severe enough then the cylinder should be condemned and thus a hydrostatic test need not be performed.

OK, how can you tell when cylinder damage is severe enough to remove the cylinder from service without a hydrostatic test? According to CGA pamphlet C-6, cylinders can be visually condemned for any of the following reasons:

- Dents Cuts, Gouges or Digs
- Isolated Pitting General Corrosion
- Fire Damage Arc and Torch Burns
- Line Corrosion Corrosion or Pitting
- Neck Defects Crevice Pitting
- Bulges Attachments

It is especially important to remember that by applying your stamp and labels you have accepted total responsibility for

the safety of the cylinder. Don't forget that most warranties have expired by hydrostatic test time, leaving you with the entire liability burden.

CGA Pamphlet C-6 is only eleven (11) pages long and is very easy reading. While some of the measurement criteria are tough, the points you must understand are easily grasped by simply reading the document. You will probably welcome the opportunity to use this pamphlet as a tool to condemn your customers' cylinders. While you are still very likely to run into resistance, this pamphlet is your ultimate guide and must be followed.

You will still have many difficult occasions when your clients don't care what the rules are. All they want is their cylinder tested and returned to service! Being a professional in the business of service, maintenance, and testing of fire extinguishers is not tough as long as you remember that even more important than a piece of property is the life of the operator of the fire extinguisher you tested and approved!

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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About the PaFED 2011 Fall Technical Conference Host Hotel

Four Points by Sheraton Pittsburgh North

910 Sheraton Drive
Mars, Pennsylvania 16046
Phone: (724) 776-6900
Fax: (724) 776-1115

Special PaFED Discount Overnight Rooms available

PaFED has made arrangements for a special discounted overnight room rate of **\$115** for those attending the conference. Individuals should contact the hotel at the number listed above and mention PAFED to receive the special rate. The cutoff date for the discounted rate expires on October 3, 2011 so please contact the hotel as soon as possible.

General Directions to the Hotel

The Four Points by Sheraton Pittsburgh North is located in Mars, PA which despite the name is not half way between Venus and Jupiter. It is located north of Pittsburgh, PA near the intersection of Interstate 79 and Interstate 76 (PA State Turnpike).

From Pittsburgh International Airport

Follow Route 60 South to Interstate 79 North. Take Exit 76 (exit from left) and merge onto State Route 19 North. Proceed to the first light and turn right onto Freeport Road. Continue 1 block, turn right onto Sheraton Drive.

From East

Take the Pennsylvania Turnpike to Exit 28 (Cranberry). Turn right and take Route 19 South to the first intersection, Turn left onto Freeport Road. At the first intersection, then turn right onto Sheraton Drive.

From North

Take I-79 South to Exit 78. Exit right to the first intersection and turn left. Take Route 19 South and travel .5 miles to the 3rd light. Turn left on Freeport Road. Proceed 1 block to the intersection and turn right onto Sheraton Drive.

From West

From the Pennsylvania Turnpike (Interstate 76). Take Exit 28. Take Route 19 South to the first traffic light, turn left onto Freeport Road. Proceed one block at the first intersection, turn right onto Sheraton Drive.

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**National Association of Fire Equipment Distributors
Portable /Wheeled Fire Extinguisher Incident Report**

Distributor _____

Location _____

Date of Report _____

Date of Incident _____

Capacity	Indicate quantity and type of extinguisher(s) used					
	ABC Dry Chem	BC Dry Chem	CO2	Purple K	Class D	Clean Agent
2 – 5 lbs.						
6 – 10 lbs.						
11 – 15 lbs.						
16 – 20 lbs.						
21 – 30 lbs.						
> 30 lbs.						

Capacity	Indicate quantity and type of extinguisher(s) used					
	Press. Water	K Class	Water Mist	Loaded Stream	AFFF	FFFP
1.5 gal.						
1.8 gal.						
2.5 gal.						
6 liter						
33 gal.						

Classification(s) of Fire: Class A Class B Class C Class D Class K

Type of Occupancy:

- | | | |
|---|---|--------------------------------------|
| <input type="checkbox"/> Assembly | <input type="checkbox"/> Residential | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Education | <input type="checkbox"/> Lodging | <input type="checkbox"/> Storage |
| <input type="checkbox"/> Day Care | <input type="checkbox"/> Residential Board & care | <input type="checkbox"/> Vehicle |
| <input type="checkbox"/> Health Care | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Detention/Correction | <input type="checkbox"/> Business | |

Did extinguisher(s) extinguish fire? YES NO

If NO, how was fire extinguished?

- | | | |
|---|--|--|
| <input type="checkbox"/> Sprinkler System | <input type="checkbox"/> Fire Department | <input type="checkbox"/> Self-Extinguished |
| <input type="checkbox"/> Other Suppression System | <input type="checkbox"/> Occupant Use Hose | <input type="checkbox"/> Other _____ |

If extinguisher failed to extinguish fire, why?

- | | | |
|---|---|---|
| <input type="checkbox"/> Fire Too Large | <input type="checkbox"/> Extinguisher Not Full | <input type="checkbox"/> Extinguisher Malfunction (see below) |
| <input type="checkbox"/> Operator Error | <input type="checkbox"/> Extinguisher Not Pressurized | <input type="checkbox"/> Unknown |
| <input type="checkbox"/> Operator Not Trained | <input type="checkbox"/> Wrong Type of Extinguisher | <input type="checkbox"/> Other _____ |

Reason for malfunction:

- | | | |
|--|---|--------------------------------------|
| <input type="checkbox"/> No Maintenance | <input type="checkbox"/> Valve Failed to Open | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Improper Recharge | <input type="checkbox"/> Unknown | |

Was Fire Department Called? YES NO If YES, was Fire Department needed? YES NO

Was fire area sprinklered? YES NO If YES, did sprinklers operate? YES NO

Additional Information: (attach separate sheet if necessary)

PLEASE Submit the Completed Incident Report to both PAFED & NAFED:

Mail to: PAFED – 3718 West Lake Road
Erie, PA 16505

Or Fax to: PAFED @ (814) 838-5127

Mail to: NAFED - 122 S. Michigan Ave., Suite 1040
Chicago, IL 60603

Or Fax to: NAFED @ (312) 461-0777

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skype: jjamison-h3r

PaFED 2011 Certification Testing Schedule

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...

As of 11-23-10

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