



New Era

2501 West 12th Street, Suite #253
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©
2023

SAVE THE DATE!!!

PAFED Annual Meeting and Fundraiser

September 13-14, 2023

Williamsport, PA in Lycoming County

— About the PAFED Annual Conference Host City —

Lycoming County is the perfect place for a getaway.

While you are visiting, you can cruise the Susquehanna River aboard the Hiawatha Paddlewheel Riverboat; learn about the history of Little League Baseball with a visit to the World of Little League; take a walk along Williamsport's Millionaires' Row National Historic District to admire the Victorian architecture from our lumber era; ride or hike along the Pine Creek Rail Trail; catch a fly ball at BB&T Ballpark at Historic Bowman Field as you watch the Williamsport Crosscutters; maybe catch a show at the Community Arts Center.



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**PAFED Golf Outing
September 13**

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September 13-14**

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PaFED New Era



Published quarterly by
Pennsylvania Association of Fire Equipment Distributors
 2501 West 12th Street – Suite #253, Erie, PA 16505
 888-923-3473 (PA), 814-835-2302, 814-838-5127 FAX
 Email: INFO@PaFED.ORG

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President's Column

by: Adam Andrews,
 PAFED President



As we move into the New Year, PAFED is on track for an exciting new experience. Our new management company, Syncomm Management Group, has hit the track with us in taking care of all our management services January 1st, 2023.

The board of directors met for the first quarterly meeting virtually on January 26. As much as I like in-person meetings, we were forced to meet virtually due to inclement weather. The meeting was very productive and I am glad to announce that the board took a vote and we will be returning to the Holiday Inn September 13 and 14 in Williamsport, PA. This decision came not only from the board but from some of your members that were pleased with how our show was conducted in the Fall of 2022.

Our new management has also encouraged us to stay in one area for at least two to three years so that we can create synergy within the association. As my third year as president, I agree with that decision. The board has also made the decision that we will be moving the Annual Meeting and Fundraiser in 2024 to Gettysburg area as we feel that is Neutral for both the East and West members. Also, just a reminder that we took the majority Vote from the annual business meeting, and we are setting up a Skeet shoot for some time in June 2023 to gather members and their friends to get together and raise some money for our non-profit organization Camp Susquehanna. I feel that we need to look outside of just our membership for raising money for camp Susquehanna so I have introduced to the board that members be able to bring anybody they would like to join in on the activities that PAFED will be sponsoring for Camp Susquehanna and to include the Annual Golf tournament set for September 13, 2023 in conjunction with the Annual Meeting and Fundraiser. I have set a \$1,500.00 goal that I would like to achieve this year and present to Camp Susquehanna on September 14 in Williamsport.

Another meeting agenda I would like to inform you all about is that I have received from your vice president, Brian Burkholder. Brian's Professional career has put him on a track outside of our bylaws but he will always be welcome to PAFED for all of his dedication and professionalism he has given to this association over the years. During our meeting a motion was made by Jenn Leshner for Conference Chairman Eric Fetsko be nominated to serve as Vice president and was 2nd by Trevor Derr. I would like to thank Eric for stepping up and fulfilling this position that is crucial for the success of this association in 2023. The board is looking now looking to fill a vacant board of director's seat. Shaun Tilley our membership committee chairman will be your point of contact along with myself for an industry leader that would be interested in this position. I wish all of you well in the coming spring and summer and will be updating you all in the next ERA.

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PAFED IS NOW ACCEPTING NEW MEMBERSHIP APPLICATIONS FOR A BOARD POSITION

PAFED (Pennsylvania Association of Fire Equipment Distributors) is an organization that prides itself on increasing the already high standards of the fire protection industry. Membership is open to any legitimate companies providing fire protection services in the Commonwealth of Pennsylvania. We work with & share information with state and local governments, various government agencies, insurance providers and the public. We also discuss common concerns, share ideas and address key issues.

Information to include with application:

- Your Name
- Name of Company you are currently employed with
- Contact email and phone number
- Motivation for your application
- Background statement (achievements, certifications, etc.)
- Any current organization affiliations

Responsibilities include, but not limited to:

- Serving on the PAFED Board of Directors and/or Association Committees
- Assisting staff and members with contacting possible new members, increasing support, attendance to virtual and in person meetings, and PAFED functions
- Serve as a point of contact
- Contribute to the New Era News letter
- Abide by the Bylaws set forth by the PAFED organization as outlined on the PAFED website
- Operating under the Code of Ethics as outlined on the PAFED website
- Actively seeking a candidate that could possibly replace your position on the board upon term limit expiration

Contact Shaun McNally Sr. at SHAUNM@TILLEYFIRE.COM ; Or the PAFED Office at 888-923-3473

ASSOCIATE NEWS

A-Gas is pleased to announce the appointment of Louis McCann as Group Commercial Director. Her objective is to lead the global commercial team in providing first class key account management, while enhancing the solutions A-Gas offers to its customers worldwide. Louis said: "I am proud to hold the position of Group Commercial Director as we continue our environmental journey. I am highly encouraged by the dedication of our global commercial teams as we seek to support our customers in fulfilling their sustainability goals through lifecycle refrigerant management." She joined A-Gas in 2005 and has held a number of roles in the A-Gas business, supporting customers during periods of regulatory change in various regions in line with their corporate commitments. In 2015, Louise became Managing Director of A-Gas Australia, followed by re-locating to Canada in 2019 after accepting the role of Managing Director of A-Gas Canada where she helped establish the business on the ground. She relocated to Dallas, Texas, in 2021 when her role was extended to include all commercial responsibilities for North America. Louise returns to Australia as she begins her role as Group Commercial Director.



Hewitt-Trussville High School recently gathered several community leaders to cut the ribbon on its new Amerex Outdoor Learning Center, a covered classroom for outdoor learning. The classroom was a collaboration with Amerex, the Cahaba River Society, Faith Community Fellowship and Hewitt Trussville school district. Teachers introduced the concept of the outdoor classroom so that students could have better access to learning along the Cahaba River. Community leaders came together to create this space on the banks of one of the most pristine rivers in our country that will benefit thousands of students for years to come. The Hewitt-Trussville campus is surrounded by trees and



the Cahaba River flows on property. In order to build the facility, contractors found the clearest area of land so no trees had to come down. To bring the teacher's vision to life, Amerex provided the funding for the outdoor space, Faith Community Fellowship provided building labor and ArchitectureWorks created the design.

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Employee Retention Credits – A Clarification

By: Mitch Reitman, Reitman Consulting Group

One of the many COVID Relief measures hastily issued by Congress was the Employee Retention Credit (ERC).

For many companies that were hard hit by COVID, the ERC was easy to apply for, the checks have taken a while to come but, we have quite a few clients that have received them.

We had quite a few clients that qualified for the ERC in 2021, but many either did not or fell into gray areas. In the past few months, hundreds of “credit mills” have sprung up that telemarket to business owners offering to get the credit, for the “small fee of 20%. This can amount to \$40,000 for a \$200,000 credit, something that a legitimate accounting firm can do for \$3,000 or less. To make things worse, these aren’t established companies, they are mostly fly by night companies that prey on unsuspecting business owners with the promise of a quick buck, and assurances that the ERC is really a grant or that the IRS is too busy to audit you. This couldn’t be farther from the truth. The IRS is estimating that the amount of ERC fraud could reach a trillion more than the Gross National Product of most countries. President Biden authorized the IRS to hire 85,000 new auditors and we get a feeling that those people might look into this.

The ERC is easy to qualify for if you understand all of the rules. Of course, if you are spending your time running a business, you may be too busy to read the Act, its modifications, and the Notices from the IRS that clarify their position. That is your accountants’ job, but, unfortunately, they may not be aware of some of the clarifications issued by Congress and the IRS, and anyway, who can blame them. According to the IRS press release accompanying Notice 2021-23, the changes to the ERC for the first two quarters of 2021, include:

1. the increase in the maximum credit amount,
2. the expansion of the category of employers that may be eligible to claim the credit,
3. modifications to the gross receipts test,
4. revisions to the definition of qualified wages, and
5. new restrictions on the ability of eligible employers to request an advance payment of the credit.

The IRS defines nominal as ten percent or greater. Further, the IRS rule looks at either hours of service or gross receipts. As with a full closure, only wages paid during the partial closure count.

A government order that fully or partially suspends, not your company, but a supplier you rely on can qualify you for employee retention credits, too. We have a client who wasn’t able to get 5G radios in a timely manner. When they did get them there was no time to negotiate with customers to get any payment. We believe that they may qualify due to

the lost revenue due to having to replace 3G radios and the supply chain issues and we are getting a Technical Ruling from the IRS.

If a government order closed down a company’s physical office location, and employees can successfully telework, that doesn’t count as a full or partial suspension, but, if employees can’t telework (think installers and service techs), the closing of the physical office location counts as a partial suspension. If you did transition to remote work, and the transition took two-weeks or longer of transition time, the IRS says that creates a partial suspension.

If a government order closed a customer, or group of customers, and this caused a nominal reduction in revenue, it may qualify you. We have a client that had a major fire alarm client, with 17 locations, close for ten weeks. This caused their fire service and inspection revenue to drop by fifteen percent in that quarter. They didn’t have the requisite drop in total revenue, but they most probably qualify for the ERC. We are requesting a Technical Ruling from the IRS.

Technical Rulings are significant because, if the IRS rules in your favor, you are entitled to take the credit. It is in essence a get out of jail free card. The IRS issues Technical Rulings because they have no issue with you taking a credit that you are entitled to, as long as you truly are entitled to it.

So you see, all is not lost. Business owners have been through some tough times. Many of us have taken extreme measures to retain employees. We are most certainly going to endure a recession in the next few months, and don’t count on the Government to help you.

Talk to your tax professional and see if you might qualify for the ERC. You want to make a well-informed decision and that means taking a credit the your truly entitled to. It also means not having all 85,000 of President Biden’s auditors show up at your door with pencils and calculators in hand. If you have any questions, email me at MReitman@Reitman.US. We are glad to help.

For more than 25 years, Reitman has been actively involved in local, state and national security trade associations and has held leadership roles on boards with ESA and AIREF. An active member of several local and national associations, he serves on the board of Texas Burglar and Fire Alarm Association, Alarm Industry Research and Education Foundation, and several others. He has also worked with TBFAA and local associations to set up and administer a scholarship program for children of public safety officers. He was honored as TBFAA’s 2019 Person of the Year.



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PAFED 2023 Schedule of Events

PAFED Board of Directors Meetings:

- April 24, 2023
- July ##, 2023
- September 14, 2023

PAFED Conferences:

- June 10, 2023 Skeet Shoot Fundraiser
Martz's, Dalmatia, PA
- September 13-14 2023 Annual Meeting –
Holiday inn Williamsport, PA

NAFED Regional Conferences:

- April 13-14, 2023 – Atlantic City
- May 25-26, 2023 – Chicago

FSSA Annual Forum:

- 2024 TBD

AFAA Annual Fire Expo:

- May 1-4, 2023 - Phoenix

NFSA Annual Seminar:

- May 3-6, 2023 - Austin, TX
- May 7-10, 2024 - Maui, HI

NFPA Conference & Expo

- June 19-21, 2023 - Las Vegas, NV

AFSA Annual Convention:

- September 6-9, 2023 – Orlando
- September 17-21, 2024 – Denver
- October 14-19, 2025 – Washington DC
- September 25-29, 2026 – San Antonio



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From the parent of a first time camper...

"I write this post with tears in my eyes. The words 'thank you' seem so small when weighed against all you did for my son. As a first time camper, so far away from home for the first time ever, he was apprehensive. I was a nervous wreck. My sweet boy wanted to go so that, in his words, he could 'learn to be brave again'. He came back healed in ways his scars will never show. He had a wonderful time just being a kid again! He made special friends and has already been in contact with a few! (It's been less than a day!). I truly can't thank you enough for giving him this opportunity!!!!"

Interested in learning more?

-visit: <https://www.burnprevention.org/camp-susquehanna/>
-contact: campsusquehanna@gmail.com

What is *Camp Susquehanna*?

Camp Susquehanna is a sleep-over summer camp that provides a safe environment for young burn survivors to make friends, improve self-esteem, learn coping skills, and have fun!

Who is *Camp Susquehanna* for?

Camp Susquehanna is for children who have experienced burn injury, ages 7-17. Camp is COMPLETELY FREE OF CHARGE for families, including transportation

When and where does *Camp Susquehanna* take place?

Camp Susquehanna takes place in person every June at Camp Wesmont in Lakewood PA, and virtually each quarter.

What makes *Camp Susquehanna* special?

Camp Susquehanna recognizes the unique challenges that burn survivors face, and provides specific programming to help children develop coping skills while having fun and making friends!



Give us a
call at:
484-224-2948

Burn Prevention
Network
1275 Glenlivet Drive
Suite 100-628
Allentown, PA 18106-
3107



Dear Friends at PAFED,
WE APPRECIATE YOU!

Thank you for your generous support over the past year (2022). It is because of donors like you that we are able to prevent burns and empower burn survivors – helping people in need!

I can't tell you how much I appreciate your gift to the Burn Prevention Network that will provide Camp Susquehanna for youth burn survivors at absolutely no cost to families!

Here at Burn Prevention Network, our goal is to reduce risk of burns and empower burn survivors and their families. We are proud to be a national leader in burn survivor support, providing an innovative program that builds relationships and teaches resiliency to youth burn survivors.

Your generous donation of \$500 on 10/20/2022 and willingness to allow Bob Reppert to present to the group raising an additional \$260 supports youth burn survivors with year round activities and an in-person summer camp. We certify that you received no gifts or services in exchange for this donation, that we are a valid 501c3 and this gift is tax deductible. Please consult your tax adviser for details.

Friends at PAFED, thank you once again for your donation. It means the world to us!

With gratitude,

Corissa Rolon, MA CFRE
Executive Director and CEO



Larry E. Schlipf, Jr.
Executive Vice President

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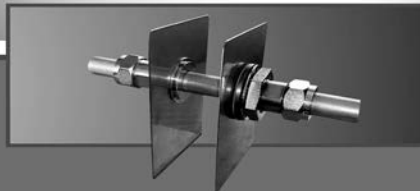
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1/4 Page	3.5" W x 5" H	\$312	\$187	\$104
1/2 Page	7.5" W x 5" H	\$576	\$346	\$192
Full Page	7.5" W x 10" H	\$945	\$567	\$315
Inside Cover	7.5" W x 10" H	\$1,035	\$621	\$345
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Frequency: (4) issues annually - Professionally typeset, printed and mailed

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Conference Registration Form

NAFED's 2023 SECTIONAL CONFERENCES

Please ✓ which conference(s) you will be attending.

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Atlantic City, NJ
Caesars
April 13-14, 2023

Chicago, IL
Swissôtel
May 25-26, 2023

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It is important to us that you enjoy the NAFED conference(s). If you have any special needs or require special accommodations, please check here and we will contact you to find out how to best meet your needs.

II. Registration (please list the names of attendees and spouses/guests attending in the spaces provided below)

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4.	\$350	\$450	
5.	\$350	\$450	
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60th Anniversary Dinner in Chicago	\$150/person	X _____ (# of people)	
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Payment Method			Total \$
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Associate News, continued from page 4

Event attendees included Dr. Frank Costanzo, Acting Superintendent, Trussville City Schools; Harrison Bishop, President and CEO, Amerex Corporation; Steve McCarty, Pastor, Faith Community Fellowship; Jay Pigford, Architecture Works; Trussville Mayor Buddy Choat and students, teachers and administrators from Trussville High School, Amerex representatives and Faith Community Fellowship members. Several team members who attended the event have children in the Trussville City School System. Many teachers already have long-term plans to for the classroom and we can't wait to hear more about how the school uses this incredible new space!

Cambridge Security Seals announces each sll models of plastic seals manufactured in their state-of-the-art factory in New York is now available as a product produced from recycled plastic. The range of CSS products featuring the recycled plastic option includes adjustable and fixed-length security seals of both high-density polyethylene (HDPE) and polypropylene constructions. The recycled plastic construction option is available to customers purchasing CSS's line of Pull-Tight and One-Piece adjustable seals, as well as the company's Plastic Truck, Tote, and One-Piece Fixed Length seals. In addition, all these seals are available with the option of CSS's patent-pending A-MVB™ formula, which specifically targets, repels, and deactivates or eliminates the metabolic and reproductive capacity of virus-hosting bacteria, as well as other micro-organisms such as molds, fungi, and algae.

The **FED Learning Center** is expanding their course catalog through new partnerships with Amerex and Badger Fire Protection. Through these collaborations, The FED Learning Center will now offer training to fire and life safety professionals on Badger Products and Amerex Fire Extinguishing Products

ServiceTrade announces Project Management, a game-changing new capability to centralize and manage critical project management workflows. For service contractors, many projects struggle to generate meaningful profits due to reactive processes where cost overruns are identified too late, change orders aren't communicated to customers promptly, and the lack of real-time data burdens tech productivity.

Against this backdrop, project teams are leaning more toward visibility and collaboration tools to improve delivery.

Yet many project managers still toil away on spreadsheets, rely on accounting systems that

focus only on accuracy over real-time insights, or buy construction-centric tools that are too large, expensive, and administratively burdensome for their needs.

“Every commercial contractor wants to balance growth with profitability, yet most rely on siloed systems and reactive processes that focus on one engagement at a time at the cost of building long-term value for their client, “ said Billy Marshall, the CEO of ServiceTrade. “That’s why we created Project Management—providing higher visibility into project performance and delivering real-time insights commercial contractors need to manage costs and exceed customer expectations.”

Johnson Controls introduces the Tyco Model ES-1 and ES-2 Sprinkler Shields for the protection of in-rack early suppression fast response (ESFR) sprinklers in storage facilities and warehouses. The all-metal shields work to protect sprinkler elements from cold soldering, which occurs when cascading water from ceiling-mounted and high-mounted inrack sprinklers cool down and inhibits the operation of in-rack sprinklers mounted at lower heights. As storage ceiling and rack heights continue to trend higher and hold higher-hazard material like non-expanded and expanded plastics, the need for in-rack sprinklers has increased. When used in conjunction with ceiling protection, in-rack ESFRs have become an integral component in an overall fire protection solution. FM datasheets 8-9 and 8-34 now require that when multiple levels of ESFR sprinklers are used, the sprinklers below the highest level have shields to protect them from getting wet should a sprinkler above them operate. “ESFR pendent sprinklers now have an FM Approved shield for in-rack storage applications to help ensure proper function when used in combination with ceiling protection,” said Don Ricca, global product director, Johnson Controls. “The shields provide a dry atmosphere allowing sprinkler elements to operate as designed, even when surrounded by falling water from sprinklers mounted higher in the rack or on the ceiling.” The sprinkler shields are designed for use with Tyco Model ESFR pendent sprinklers. The ES-1 Shield is designed for a thread size of 3/4-inch and works with ESFR-14 and ESFR-17 sprinklers. The ES-2 Shield is designed for a thread size of 1-inch and works with ESFR-22 and ESFR-25 sprinklers. Tyco ES-1 and ES-2 Sprinkler Shields are available zinc-coated or painted red, allowing for aesthetics that meet the needs of the operational space in which they are installed. The new Tyco Sprinkler Shields complement a full line of Johnson Controls fire suppression products. Together, they help serve the Johnson Controls mission of reimagining building performance to serve healthy people, healthy places and a healthy planet.



Application for Exhibit Space

2023 NAFED Conference & Expo

Please which conference(s) you will be attending. Exhibit at more than one conference and receive a reduced rate!

- Las Vegas**
Bally's
March 9–10, 2023
- Atlantic City**
Caesars
April 13–14, 2023
- Chicago**
Swissôtel
May 25–26, 2023

*Due to limited capacity, we cannot guarantee a booth for all applicants. Booth space is filled on a first-come, first-served basis. We recommend sending in your application as soon as possible. Please note, per our cancellation policy, no refund will be issued if your booking is canceled within 30 days of the show.

I. Company/Exhibit Information

Company Name _____

Main Contact Person _____ Title _____

Address _____

City _____ State _____ Zip/Postal _____

Telephone _____ Fax _____

Email _____

Please provide a brief description of products to be displayed: _____

Summary of your company's services (10 words max) to appear in program book and website: _____

Booth Price: Each exhibitor company will be provided with 2 complimentary registrations, 2 lunch tickets, 1 six-foot table, 2 chairs, and a wastebasket (per 8x10 booth). There will be a \$100 charge for each additional person with a maximum of four people per booth. Any more than four staff will be charged the full conference registration fee. Additional lunch tickets are available for \$60 per ticket. An exhibitor service kit will be sent out upon the receipt of this contract and will include a program schedule; labor, drayage, and decorating forms; and other related information.

II. Space/Rental Charges

	With a 1-Conference Commitment	With a 2-Conference Commitment	With a 3-Conference Commitment
NAFED Members	\$1,675	\$3,200	\$4,700
Non-Members	\$2,200	\$4,200	\$6,400

Conference Location	Number of Booths at This Location	Price/Booth (see chart above)	Total
Las Vegas			
Atlantic City			
Chicago			
Total			\$

Payment Method

CHECK ENCLOSED (payable to NAFED) VISA MASTERCARD AMEX

NAME ON CARD _____ ACCOUNT NUMBER _____

SIGNATURE _____ EXPIRATION DATE _____ SECURITY CODE _____

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PAFED FIRE EXTINGUISHER INCIDENT REPORT

Company: _____ Date of Incident: _____
 Person Reporting: _____ Date of Report: _____
 Location: _____

TYPE OF FIRE

- Class A Class B Class C
 Class D Class K What was burning: _____

INDICATE SIZE AND QUANTITY

ABC: _____ Press. Water: _____
 BC: _____ Water Mist: _____
 PK: _____ Loaded Stream: _____
 CO2: _____ Class D: _____
 Clean Agent: _____ AFFF: _____
 Class K: _____ FFFP: _____

Did the extinguisher(s) extinguish the fire? YES NO

If NO, how was fire extinguished?

- Fire Department Occupant-used Hose Sprinkler System
 Self Extinguished Other System: _____ Other: _____

If extinguisher failed to extinguish fire, why?

- Fire Too Large Extinguisher Not Full Operator Error
 Extinguisher Not Pressurized Operator Not Trained Extinguisher Malfunction
 Wrong Type Unit Unknown Other: _____

REASON FOR MALFUNCTION

- No Maintenance Valve Failed To Open Improper Recharge
 Unknown Extinguisher Damaged Other: _____

Was the fire department called? YES NO

Did the fire department extinguish/overhaul? YES NO

If known, approximate time fire department arrival? _____

Did the fire area have fire suppression systems? YES NO

If YES, did they activate? YES NO

What type systems were present? _____

TYPE OF OCCUPANCY

- | | | |
|---|---|---------------------------------------|
| <input type="checkbox"/> Assembly | <input type="checkbox"/> Residential | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Educational | <input type="checkbox"/> Lodging | <input type="checkbox"/> Storage |
| <input type="checkbox"/> Day Care | <input type="checkbox"/> Residential Boarding | <input type="checkbox"/> Vehicle |
| <input type="checkbox"/> Healthcare | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Construction |
| <input type="checkbox"/> Detention/Correction | <input type="checkbox"/> Business | <input type="checkbox"/> Other |

Please describe incident:

Please submit completed incident report to PAFED.

*Pennsylvania Association of Fire
Equipment Distributors (PaFED)*

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