



New Era

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2023

REGISTRATION IS OPEN!!!

PAFED Annual Meeting and Fundraiser

September 13-14, 2023

Williamsport, PA in Lycoming County

— About the PAFED Annual Meeting —

The Pennsylvania Association of Fire Equipment Distributors will be holding their Annual Meeting jointly with the Pennsylvania Burglar and Fire Alarm Association on September 13-14 at the Holiday Inn – Williamsport, PA.

Participation will afford all attendees the opportunity for peer-to-peer networking, vendor exhibits of the latest products and/or services available in the local and national marketplace, golf tournament at White Deer Golf Course and Keynote Address from Brooks Equipment's President, Robert Bell.

DISTRIBUTORS: First Two Individuals From Your Company May Register At No Fee, As Guest Of Sponsors.

As this is the Association's Annual Fundraiser, all who will attend are encouraged to consider a sponsorship package. Sponsorship funds support the Camp Susquehanna's Burn Prevention Network as well as the primary initiatives of PAFED. Sponsor funds also significantly underwrite the overall costs associated with hosting this Meeting. Organizational benefit to a sponsorship also include:

- Pre-show communication promoting the Annual Meeting
- Event Registration Page on PAFED's website
- Onsite signage
- Post Show Wrap Up in PAFED's New Era Newsletter (October Q4 Issue)

See Page 19

HOLIDAY INN WILLIAMSPORT

Located in the heart of downtown Williamsport at the intersections of I-180/US 220 and Route 15. Conveniently located near Textron, Penn College, Lycoming College, Primus, Muncy Industrial Park, and 405 Corridor. Close proximity to Pine Creek Gorge, Mid State Trail and Loyalsock Trail.

Full meeting information, including schedule, registration, and hotel accommodations, can be found at PaFED's website www.pafed.com under the EVENTS tab



PaFED New Era



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President's Column

by: Adam Andrews,
PAFED President



Members of PAFED:

I am glad to inform you that preparations of our annual show in September along with many other day to day operations in managing our association is going well. Syncomm Management Group has proven to be a valuable asset since their takeover of managing our association the first of the year. The SMG team, along with the board of directors have had an open communication line to allow us to further the role and integrity this association was founded on. New this year as you will all see in this Era is the fact that we have moved the show up a whole month earlier that will allow us to attract more member participation due to our industry and activities we have noticed that go on in October. I hope to see more of the membership this year come out and participate in our Annual meeting.

As all of you know, we have teamed up with Camp Susquehanna to help raise money for children's burn victim unit which will be presented to this foundation at our annual business meeting. Our annual golf tournament is now benefitting these individuals and look forward to all of you participating in helping PAFED make this donation.

The board of directors is looking for board members that would like to volunteer their time and become part of our team. We have been getting by with just 8 board members since the first of the year but could use another self-driven individual that could assist in improving our goals that have been set. If you are interested please contact Shawn and he can get you all the paperwork and help you succeed in this role.

I look forward in seeing all of you in just a few months and as always if you would need anything from the board please do not hesitate to reach out us directly or through SMG.

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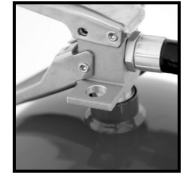
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NFPA 120, Standard for Fire Prevention and Control in Coal Mines

2023 vs. 2020 Edition Changes

NFPA 122, Standard for Fire Prevention and Control in Metal/Nonmetal Mining and Metal Mineral Processing Facilities

2023 vs. 2020 Edition Changes

2023 Edition

Chapter 1. Administration

1.1 Scope.

1.1.2 This standard shall not apply to the following:

(1) Ignitable (flammable and combustible) liquids produced in underground coal mines.

Note: the above specific text edit change is universally applied throughout the standard where mentioned.

1.2 Purpose. This standard shall be intended for the use and guidance of those charged with designing, constructing, purchasing, testing, installing, examining, approving, operating, or maintaining fire prevention, fire protection, or firefighting equipment in underground bituminous coal mines, coal preparation plants, and surface mining equipment and processes.

1.3.2 At times it will be necessary for those responsible for the storage of ignitable (flammable and combustible) liquids and the used of diesel-powered equipment within underground bituminous coal mines to consult an experienced fire protection specialist, and it shall be permitted.

Chapter 2. Referenced Publications

▲ 2.3.1 API Publications. American Petroleum Institute, 200 Massachusetts Ave, NW, Suite 1100, Washington, DC 20001

API Standard 2000, *Venting Atmospheric and Low-Pressure Storage Tanks*, 2014 edition.

2023 Edition

Chapter 1. Administration

1.1* Scope.

1.1.2 As applies to underground mining, this standard shall cover only the following:

(2) Storage and handling of ignitable (flammable and combustible) liquids.

Note: this specific text edit change is universally applied throughout the standard where mentioned.

1.1.3 As applies to underground mining, this standard shall not cover ignitable (flammable and combustible) liquids produced in underground coal mines, such as shale oil mines.

1.2 Purpose. This standard shall be intended for the use by those Charged with fire prevention and fire protection or with responsibility for purchasing, designing, installing, testing, inspecting, approving, listing, operating or maintaining the following:

(2) Facilities and equipment for the storage and handling of ignitable (flammable and combustible) liquids within underground metal and nonmetal mines.



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Foam Extinguisher Agent and Recharge Disposal

The intent of this special report is to address the disposal of pre-mixed foam solutions utilized in foam extinguishers.

Fluorinated Class B firefighting foam has played an important role in the protection of flammable and combustible liquid risks over many decades. The ability of foam to rapidly extinguish flammable or combustible liquid spill or in-depth fires by separating the vapor from the fuel has effectively led to reduced property loss, lives saved, and minimized pollution that can result from the uncontrolled burning of flammable or combustible liquid fuels.

Yet, increased worldwide environmental awareness on the use of fluorinated Class B foam has focused on the potential adverse environmental impact of the foam solution discharge. Of primary concern is persistence in the environment, biodegradability in water and soil, toxicity levels, treatability in waste-water treatment plants, and mobility.

NFPA Requirements

NFPA 10, *Standard for Portable Fire Extinguishers* (2022 ed.) details the General Requirements (Chapter 4), Selection of Portable Fire Extinguishers (Chapter 5), and Inspection, Maintenance, and Recharging (Chapter 7), and Hydrostatic Testing (Chapter 8) of foam fire extinguishers both Aqueous Film-Forming Foam (AFFF) and Film-Forming Fluoroprotein (FFFP) types.

Chapter 7: Inspection, Maintenance & Recharge

- 7.3.3 Annual Internal Examination of Certain types of Extinguishers.
 - 7.3.3.1* Maintenance Intervals. Fire Extinguishers shall be internally examined at intervals not exceeding those specified in Table 7.3.3.1.

Extinguisher Type	Internal Examination Interval (years)
AFFF (Aqueous Film-Forming Foam)	3†
FFFP (Film-Forming Fluoroprotein Foam)	3†

† The extinguishing agent in liquid charge-type AFFF and FFFP extinguishers is replaced every 3 years, and an internal examination (teardown) is normally conducted at this time.

- 7.8.2 Extinguisher Recharging Frequency for Certain Types of Extinguishers.
 - 7.8.2.3 AFFF and FFFP.
 - 7.8.2.3.1 The premixed agent in liquid charge-type AFFF and FFFP fire extinguishers shall be replaced following the fire extinguisher manufacturer’s instructions, not to exceed the 5-year hydrostatic test interval.
 - 7.8.2.3.2 Only the foam agent specified on the extinguisher nameplate shall be used for recharge.
 - 7.8.2.3.3 The agent in non-pressurized AFFF and FFFP fire extinguishers that is subject to agent analysis in accordance with the manufacturer’s instructions shall not be required to comply with 7.8.2.3.1.

Chapter 8: Hydrostatic Testing

- 8.3 Frequency.
 - 8.3.1 General. At intervals not exceeding those specified in Table 8.3.1, fire extinguishers shall be hydrostatically retested.

Extinguisher Type	Internal Examination Interval (years)
AFFF (Aqueous Film-Forming Foam)	5
FFFP (Film-Forming Fluoroprotein Foam)	5

Foam Agent Disposal

When disposing of *existing premixed agent in liquid charge-type foam extinguishers or unused foam agent* charges it is recommended that you consult the manufacturer’s service manual or manufacturer’s instructions for guidance. If no specific guidance/information is provided, contact the manufacturer directly.

Please be aware many states and/or provinces have existing laws, rules, and/or regulations pertaining to the disposal of PFAS substances. Please consult your local resource(s) as appropriate.

The family of compounds known as per- and polyfluoroalkyl substances (PFAS) used in consumer and industrial manufacturing are persistent in the environment and are comprised of over 6,000 compounds. The most widely known compounds in this group are perfluorooctanesulfonic acid (PFOS) and perfluorooctanoic acid (PFOA). PFAS registered waste disposal firms are versed in the nomenclature, analysis methods, and treatment of these compounds. These companies can guide customers through the process of testing, treatment, and final deposition and destruction of their specific materials and media. Noted below is a short list of firms in alphabetical order.

- Clean Harbors Inc.
- Revive Environmental
- US Ecology
- Veolia North America

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PAFED 2023 Schedule of Events

PAFED Board of Directors Meetings:

- September 14, 2023

PAFED Conferences:

- September 13-14 2023 Annual Meeting –
Holiday inn Williamsport, PA

NAFED Regional Conferences:

- 2024 TBD

FSSA Annual Forum:

- 2024 TBD

AFAA Annual Fire Expo:

- 2024 TBD

NFSA Annual Seminar:

- May 7-10, 2024 - Maui, HI

NFPA Conference & Expo

- June 17-20, 2024 – Orange County Convention
Center Orlando, FL

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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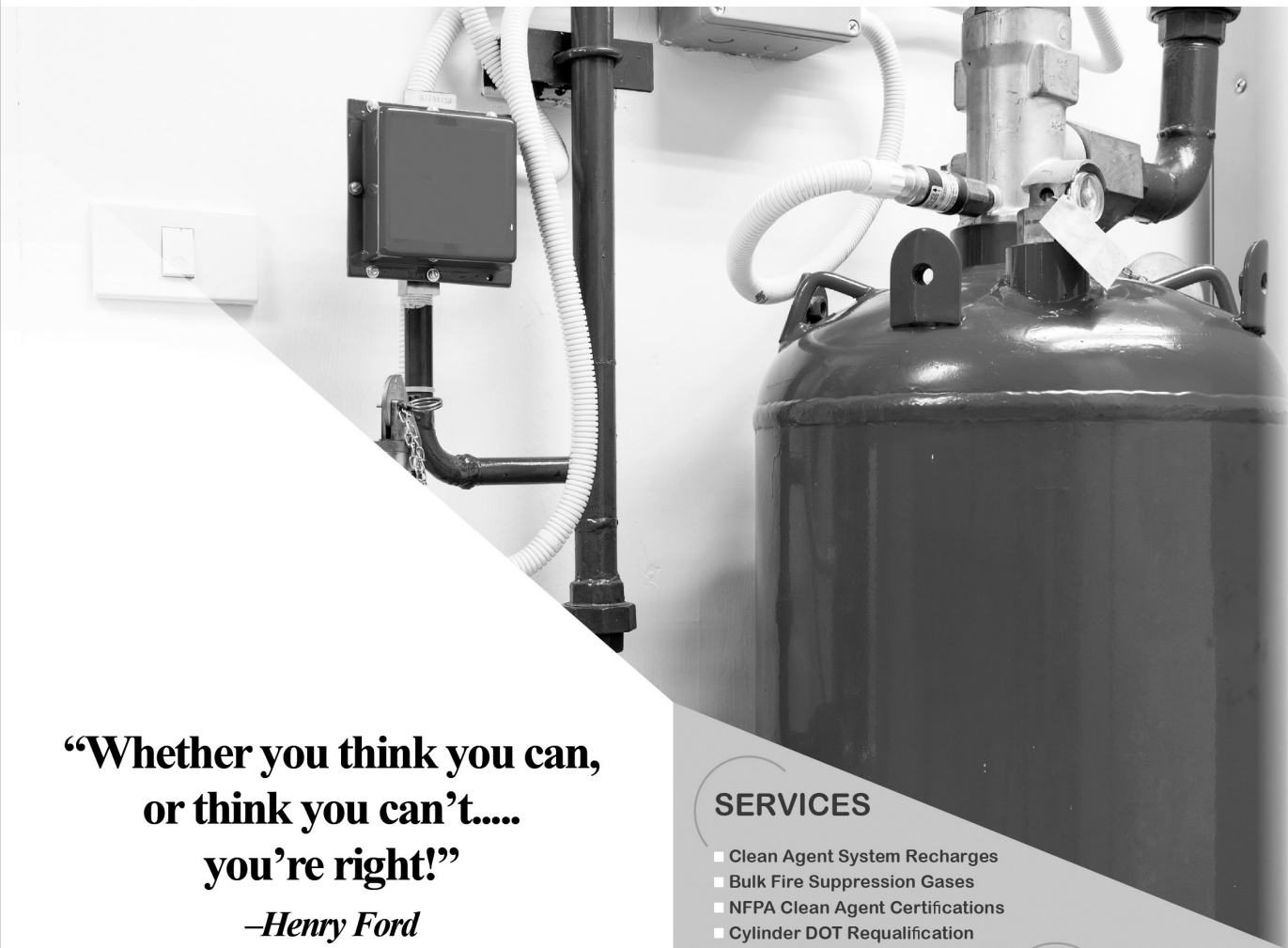
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Service Trade Publishes Performance Metrics for Fire & Life Safety Contractors

The updated 2022 ServiceTrade Benchmark Report enables fire and life safety contractors to see how they stack up against industry peers. The report contains new data for the calendar year of 2022 and was published in April 2023.

This benchmark report consists of comparative performance data compiled from hundreds of ServiceTrade customers in the fire and life safety industry. Performance for the 25th, 50th, and 75th percentiles of mechanical contractors are included in each chart. Five KPIs were charted: On-Time Completion Rate, Days to Invoice, Pull-Through Work Rate, Pull-Through Work's Impact On Growth, and Year-Over-Year Revenue Growth.

On-Time Completion Rate

On-Time Completion Rate measures the percent of work orders that were completed in the time in which they were due.

Top Performers – 86%
Middle Performers – 78%
Bottom Performers – 72%

Days to Invoice

Days to Invoice is calculated by averaging the number of calendar days between the last appointment on a job and the transacted date of the first invoice for all jobs with a transacted invoice in the same time period.

Top Performers – 2 Days
Middle Performers – 5 Days
Bottom Performers – 11 Days

Pull-Through Work Rate

Pull-through work includes repairs, upgrades, replacements, and installations that come from existing relationships with the customer. Anything you've proactively suggested or planned with your customer outside of routine maintenance and construction work.

**For top-performing fire and life safety contractors in this category, 19% of all work orders fell into the category of pull-through work.*

Top Performers – 19%
Middle Performers – 13%
Bottom Performers – 6%

Pull-Through Work's Impact on Growth

The top half of fire and life safety contractors in total pull-through performance grew year-over-year revenue 14% faster than their bottom half performing counterparts.

Year-Over-Year Revenue Growth

Year-Over-Year Revenue Growth is calculated by totaling all transacted invoice revenue from the period year and dividing by the total transacted invoice revenue from the previous year.

Top Performers – 40%
Middle Performers – 22%
Bottom Performers – 4%



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CPSC WARNING STATEMENT

The U.S. Consumer Product Safety Commission (CPSC) is warning consumers about the risk of burns and smoke inhalation associated with the use of LVYXON, TATTCHINE, ARMYJY, PETSTIBLE, HelloPharma, Vixuiyz, and JHEUAYK brand fire extinguisher balls sold on Amazon.com. These products can fail to extinguish a fire, which could lead to serious injury and death.

Specifically, the identified products can fail to properly disperse fire suppressing chemicals and fail to extinguish a fire. In addition, the products do not have a pressure gauge or pressure indicator, a locking device to reduce the risk of unintentional discharge, a self-closing valve for intermittent discharge, or a nozzle to direct the discharge. These products fail to meet the requirements of UL 299 Dry Chemical Fire Extinguishers, UL 711 Rating and Fire Testing of Fire Extinguishers, and NFPA 10 Standard for Portable Fire Extinguishers which are voluntary safety standards.

The fire extinguisher balls were sold to consumers on Amazon.com. They are made of red plastic, with an approximate diameter ranging between 4 and 7 inches. They weigh between 1 and 3 pounds. The products also include a stand that can be mounted to the wall. The products typically have a label wrapped around the entire product with orange and red lettering stating Fire Extinguisher Ball and XRT Auto Fire Off or AFO Auto Fire Off. The fire extinguisher balls were sold on Amazon.com for between \$25 and \$120. LVYXON was sold under ASINs B0BCPL2QY8 and B0BCPH6M9L. TATTCHINE was sold under ASINs B0BCYXZ5H9 and B0BCYWR1VH. ARMYJY was sold under ASIN B0BB6Y1JQQ. PETSTIBLE was sold under ASINs B0BD3RL3K9 and B0BD3T4BNX. HelloPharma was sold under ASIN B09YNKKKM2. Vixuiyz was sold under ASIN B09YRRL241. JHEUAYK was sold under ASINs B0BCQ121VL and B0BCWR36DQ.

CPSC urges consumers not to purchase or sell these fire extinguisher balls. Consumers should stop using them and dispose of these products at either a local fire department or a hazardous waste disposal facility. Consumers should only purchase fire extinguishers that meet both the UL 299 and UL 711 safety standards and are marked with those certifications.



2023 NAFED Board Election Results

Following the 2023 annual meeting in Chicago, NAFED instated five new board members.

Region Two Director:

Vickie Whitmire

Peach State Fire, Gainesville, GA

Region Four Director:

Kyle Coleman

Reliable Fire & Security, Alsip, IL

Region Five Director:

Trey Norred

Norred Fire Systems, Monroe, LA

Director-at-Large:

Emily Lawson-Mullins

Fire & Safety Equipment, Concord, VA

Supplier Director:

John Demeter

Wesco Inc., Metuchen, NJ

Congratulations and welcome to our new board members.



Larry E. Schlipf, Jr.
Executive Vice President

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Excab Inc.....	800-525-0763
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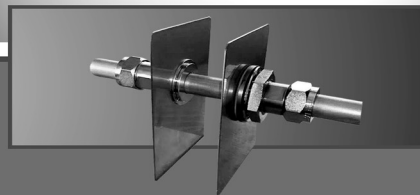


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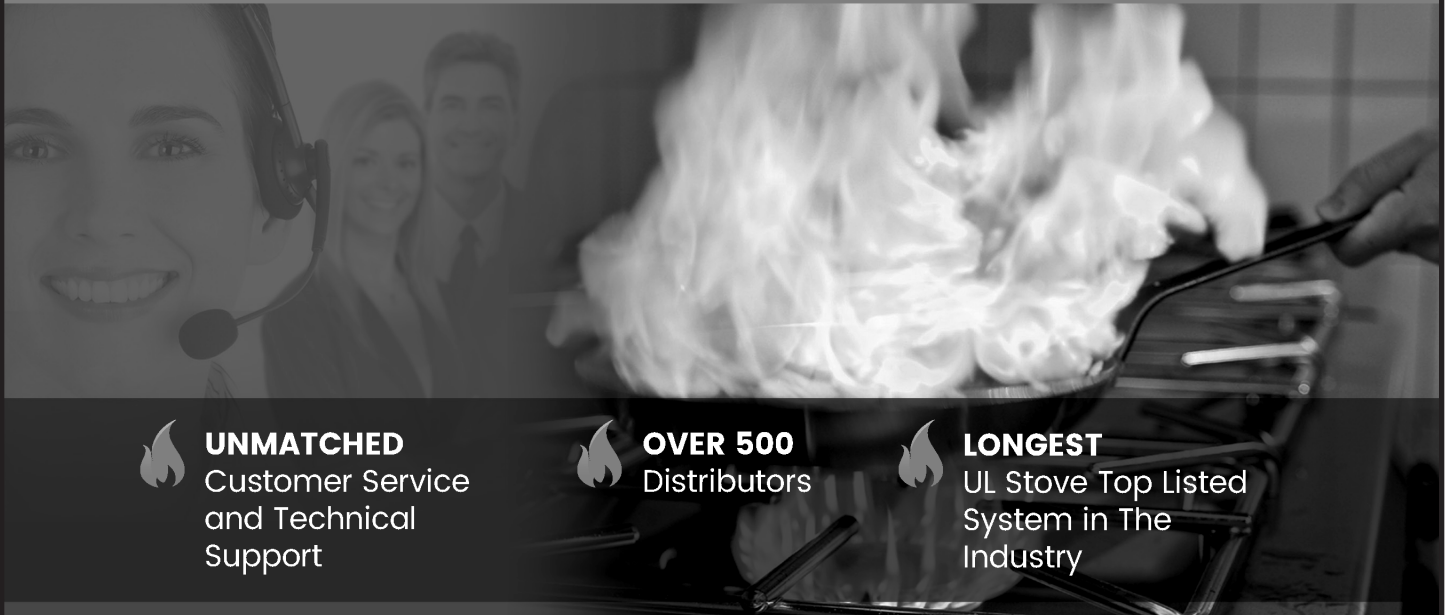
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ASSOCIATE NEWS

As part of their continued celebration of 30 years in business, **A-Gas** recently raised £2,000 for the Bristol, England based children's hospice, Jessie May. The charity organization provides support to young people through compassionate care programs which enable them to stay at home with their families through end of life. They also provide end-of life care and bereavement support for five years after the death of a child. The money was raised by the company via a raffle during a 30th anniversary lunch event at its site at Portbury, Bristol, England. "The support from A-Gas has been amazing, we are so grateful for their ongoing support and are looking forward to working with them in the future" state Kim James-Coggins, Jessie May's Fundraising Officer.

ServiceTrade announced the hiring of Oscar Moreno as EVP of Engineering. In this newly created role, he will lead a global team delivering ServiceTrade innovation to more than 1,200 customers. Mr. Moreno is a seasoned leader with 20+ years of experience delivering transformation technology solutions to the market. He joins ServiceTrade from PROS Holdings, Inc. (NYSE: PRO), where he was responsible for leading the development and growth of PROS' flagship product, PROS Pricing. "I'm excited to join ServiceTrade at such a critical growth phase," said Oscar Moreno, incoming EVP of Engineering. "ServiceTrade is the clear market leader, and I look forward to delivering the most scalable, flexible, and secure product offerings for the commercial contracting industry." Billy Marshall, CEO, added "We are thrilled to welcome Oscar Moreno to the ServiceTrade team, his experience building development operations with global scale will help ServiceTrade achieve our ambitious growth plans over the coming years."

Tyco Fire Protection Products today announced it will discontinue the production and sale of fluorinated firefighting foams by June 2024, including Aqueous Film-Forming Foam (AFFF) and related products, and will transition to non-fluorinated foam alternatives. "We have long been a leader in delivering the most innovative, life-saving fire protection solutions in the industry," said Chris Eichmann, vice president and general manager, Global Fire Solutions. "Recent advances have allowed us to create a portfolio of new, non-fluorinated firefighting foam solutions that are effective against a range of fire conditions. Today's announcement reinforces our commitment to move toward

more sustainable, effective solutions for our customers and the communities that we protect." Tyco has begun contacting current foam customers to notify them of this product update, and over the coming months will partner closely to recommend the best solution to meet their specific fire suppression requirements for the future.

Amerex introduced the SafetyNet EV gas detection system, the only technology that provides early detection of lithium-ion battery fires in commercial electric vehicle fleets. Lithium-ion batteries, which provide the power source for electric vehicles, are made up of multiple power cells. A fire risk occurs if these power cells overheat from charging issues or external or internal damage and spread throughout the batteries, causing a thermal runaway event. With the new Amerex system, sensors strategically placed in or around the vehicle battery compartments detect off-gases from battery cells at trace levels well ahead of a thermal runaway event. This sounds an alert, giving the driver time to find a safe place to pull over, evacuate the vehicle and contact emergency personnel. "As businesses and municipalities began to increase their investment in electric vehicle fleets, we saw the need to develop the technology to protect people and property," said Amerex Chief Executive Officer, Harrison Bishop. "Our team worked tirelessly to develop a solution to provide this additional measure of lifesaving detection."

Wesco HMB published an Annex XV report earlier this year addressing the risks to the environment and human health of the use of per- and polyfluoroalkyl substances (PFASs). The report also provides an assessment of the effectiveness, practicability, monitorability and socio-economic impacts of two restriction options (ROs) under REACH as the most suitable risk management option (RMO) to address the identified risks. PFASs are a group of thousands of mainly man-made substances that are used in numerous applications in the EU. These applications comprise uses in textiles, (food) packaging, lubricants, refrigerants, electronics, construction and many more. The substances are used as substances on their own (either non-polymeric or polymeric) and as constituents in mixtures and (complex) articles for consumer, professional, and industrial uses. The full report is available to view in the blog section on Wesco HMB's website.

Camp Susquehanna

EMPOWERING YOUNG BURN SURVIVORS



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!



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- Golf Tournament @ White Deer Golf Course
- Welcome Reception
- Keynote Address: Robert Bell, President, Brooks Equipment
- Exhibits
- Technical Sessions on latest trends, technologies, and industry initiatives

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Fire Equipment Distributors

First Two Individuals: \$0
 Additional Registration:
 \$150/additional individual
 Additional Golf Only:
 \$75/additional individual

Fire Equipment Vendors

Registration w/ Exhibit Table (One Individual, NOT inclusive of Golf): \$500
 Registration w/out Exhibit Table (One Individual, NOT inclusive of Golf): \$300
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 Golf: \$75

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- Inclusive Registration slots, including the Golf Tournament
- Inclusive Exhibit Table

Sponsorships allow PAFED to host Equipment Distributor company owners and senior managers while providing in-conference receptions, programs and great food and entertainment which supports the ongoing initiatives of the association. Please call Dan VanHart at the PAFED office at 888-923-3473 for more information or to discuss customized packages.

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VIP GOLD \$2,000

- Six Attendee Registrations Including Golf
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- One Exhibitor Tables
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- Premium recognition w/ logo on all e-mail communications regarding Convention
- Premium Recognition in the October Issue of THE NEW ERA
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- Four Attendee Registrations Including Golf
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- One Exhibitor Table
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VIP BRONZE \$750

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- Golf Tee Sponsorship
- One Exhibitor Table
- Two Attendees
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