

National Independent Fire Alarm Distributors Association

July 2016

Calendar of Events

Fire Prevention Week

October 9-15, 2016

NIFAD

Annual Meeting

June 2-4, 2017

Boston, MA

NFPA Convention

June 4-7, 2017

Boston, MA

ISC West

April 5-7, 2017

Las Vegas, NV

AFFA National Codes Conference

April 2017

To Be Determined

From the President's Desk

The Annual NIFAD Conference has come and gone and the summer heat has set in.

If you missed the conference you missed one of the best we've ever had. The town hall meeting is without a doubt the highlight of the weekend. There is more information shared in that few hour period than most people receive in week long seminars. It's information that pertains directly to our business – shared and discussed by people who have been in the business from thirty or forty years to young people just getting started. I can assure you that every person in attendance came away with at least a little more knowledge than they went in with. If you only came for this section of the conference it would be well worth your time and money...but that was just the beginning!

We had a slate of speakers that were second to none. Bill Koffel, with Koffel and Associates from the Baltimore area, spoke to us concerning Joint Commission. This was one of my personal favorites. John Milliron with AES came in and talked to us about alternative fire alarm communication methods and how we can circumvent the loss of POTS lines, very good and timely information. Larry Rietz from the Denver office of Jensen Hughes brought us an update on fire codes. Larry is very knowledgeable about fire codes and delivers in such a way that keeps them interesting.

But by far the best part of the conference is the fellowship and comradely that we share. Please, start making plans to join us next year in Boston. I promise...you will be glad you came.

I, along with Ovid Morphew, will be headed to Salt Lake City Utah this week to attend an NFPA Technical Committee meeting. We will be representing you on the IDC committee for the 2019 version of NFPA 72. We will keep you posted.

As I close, please allow me to say a special thank you to Anna Gavin for putting together a terrific conference this year. Thank you Bev, for making it all come together. And thank each and every attendee for your time and support...you are truly what makes it a great success.

Mike Nelson
NIFAD President



R2's Code Corner

--- Codes and Standards Update ---

1. U.S. Centers for Medicare & Medicaid Services (CMS):
 - CMS Adopts 2012 edition of NFPA 101 *Life Safety Code*® (LSC):
 - The CMS [Rule](#) requires the fire protection systems in newly constructed or renovated healthcare facilities to comply with the 2012 LSC.
 - The Joint Commission issued a [memo](#) on 6/10/16 stating that CMS surveyors have until 11/7/16 to comply with the fire alarm requirements in the 2012 edition of NFPA 101 thereby allowing health care providers and suppliers more time to assess their facilities for compliance. The fire alarm requirements in the 2012 LSC is based on the 2010 edition of NFPA 72. Previously the CMS was using the 2000 edition of the LSC which is based on the 1999 edition of NFPA 72.
2. Development of 2018 Model Codes:
 - International Code Council (ICC):
 - ICC member actions during the April Committee Action Hearing (CAH) may lead to new requirements for CO detection and mass notification systems. The CAH is the first of a three stage process for the development of the 2018 Fire and Residential Codes. The major proposals of strategic interest to NIFAD members are as follows:
 - Proposal F222 - Disapproved by a vote of 7 to 6: Requires CO detection in certain assembly occupancies such as restaurants, motion picture theaters, concert halls and night clubs.
 - Proposal F224 - Approved 12 to 1: Permits only system-connected CO detectors to be installed in locations where the FBA is located outside of dwelling units, guest rooms or classrooms (such as boiler or furnace rooms). The aim is to prohibit CO “alarms” from being installed in these locations.
 - Proposal F228 – Disapproved 7 to 6: Requires colleges, universities and K-12 schools to conduct a risk analysis and create an emergency response plan. The intent of mandating a risk analysis is that it will lead to more mass notification systems being installed.
 - Proposal F145 – Approved 14 to 0: Requires integrated (end-to-end) testing of fire alarm systems with other life safety systems.
 - F239 – Approved 12 to 0: Permits CO detection systems to be installed in lieu of CO alarms in existing dwelling units with fuel burning appliances or attached garages.
 - There will be another opportunity for approval on disapproved proposals F222 and F228 during the public comment phase. Since the votes were close a favorable outcome during the Committee Action Hearing (PCH) which will take place in Kansas City MO during the week of October 17, 2016
3. Federal/State/Local Legislation:
 - Florida [SB 992](#):
 - SB 992 was signed into law. The bill amends the current Statute by replacing the requirement for CO alarms installed in boiler rooms of public lodging establishments with system-connected CO detectors, listed as complying with UL 2075, as the only permissible CO detection device.
 - This change will enhance public safety by helping to ensure occupants or a responsible party will hear the audible CO alarm signal in boiler rooms which are normally unoccupied and in remote locations of the building.
 - Maryland [SB 182](#):
 - SB 182 requiring CO detection in rental dwelling units was signed into law expanding the state’s CO requirements beyond single-family homes, hotels, dormitories and K-12 schools to include all new and existing rental dwelling units by 4/1/18.

- The National Electrical Manufacturers Association (NEMA) amended the original version of the bill to permit battery powered CO detectors that are connected to a control unit

4. State Code Activities:

- New Jersey:
 - The Division of Codes and Standards published draft regulations and the National Electrical Manufacturers Association (NEMA) submitted comments that clearly permit CO detectors to be installed so that occupants will be notified of a CO incident
 - The draft regulations seek to codify a 2015 Law requiring CO detection in all new and existing commercial occupancies. The regulations align very closely with the requirements in the 2015 edition of the IFC/IBC. However several modifications were necessary to clearly permit CO detections systems to be installed.
 - In November of 2015 [A 4073](#) was signed into law expanding the state's CO requirements beyond hotels, one- and two-family dwellings and apartment buildings to include all new and existing commercial occupancies having a fuel-burning appliance or attached garage.
- Virginia:
 - The Board of Housing and Community Development (the Board) is updating their 2012 Uniform Statewide Building Code (USBC) by adopting the 2015 edition of the International Fire Code (IFC) and International Residential Code (IRC).
 - The Board is recommending carrying over several requirements from the 2012 USBC. The National Electrical Manufacturers Association (NEMA) will submit proposals that seek to:
 - Require smoke detection in one- and two-family dwelling units having alterations, repairs or additions
 - Prohibit plug-in or battery operated CO alarms in newly constructed one- and two-family dwelling units
 - Require CO detection in rooms containing a FBA that are remote from a dwelling unit or sleeping unit
- Washington:
 - The State Building Code Council (SBCC) published an [emergency rule](#) that codifies legislation repealing a requirement in the Fire Code for an EVAC system to be used for occupant notification in K-12 schools and day-care occupancies. The intent of the 2016 legislation is to avoid unnecessary duplication of communication systems and reduce school construction costs. An EVAC system is permitted by NFPA 72 to be used for other non-fire emergencies as well as non-emergencies such as daily school announcements/communications. An EVAC system can replace a paging/intercom system thereby reducing the construction costs. This measure will jeopardize the safety of students and faculty.
 - After several discussions with the Fire Service and their lobbyist the preliminary plan to correct the problem is as follows:
 1. Work with key legislators to amend or repeal the measure during the 2017 legislative session.
 2. In parallel work with the SBCC to promulgate less stringent regulations while still meeting the intent of the legislation. The SBCC will have two public hearings in which testimony can be taken. The first hearing will be in September and the second in October. Most likely I will be asked to testify at one or both hearings.
 - The above plan will be more defined in the coming months as discussions with legislators and the code officials take place.

5. Underwriters Laboratories of Canada (ULC):

- The current editions of S524 *Installation of Fire Alarm Systems*, S536 *Inspection & Testing of Fire Alarm Systems* and S537 *Verification of Fire Alarm Systems* have entered a revision cycle for the development of the 2018 editions. Once complete these standards will be referenced in the next edition (2020) of the National Canada Building Code of Canada. Several Workings Groups have been formed to develop requirements for the below initiatives:
 - Prioritization of mass notification, carbon monoxide and fire alarm signals
 - Permitting CO detectors to be connected to a fire alarm control unit
 - Allowing smoke detectors to be installed in lieu of smoke alarms in hotel and dormitory sleeping rooms
 - Permitting the use of Ethernet and other computer networks to interconnect the components of a fire alarm system.

- Changing the trouble signal reporting time from 90 seconds to 200 second
- Determining the appropriate time delay for isolator modules to open the circuit and restoration
- S528 *Manual Stations for Fire Alarm Systems*: The standard is being revised so that the actuation force for pull stations will align with the ADA requirements in the U.S.
- S524 *Installation of Fire Alarm Systems*: One change has already been made to require a 5 second pull station response time. Currently all initiation devices require a 10 second response time. Unless subsequently amended, this will become a requirement in each province when they adopt the current edition of the building code.

Author: Richard Roberts, Industry Affairs Manager, [Honeywell](#) Security and Fire
1-630-338-7025 richard.roberts@systemsensor.com

NIFAD Annual Meeting Sponsors

NIFAD says thank you to the following companies for sponsoring events at our annual meeting June 11-15, 2016 in Las Vegas, NV

HONEYWELL FIRE SYSTEMS

- *Sunday Dinner* - *Monday Breakfast*

SAFETY TECHNOLOGY INTERNATIONAL, INC.

- *Sunday Breakfast*

MIRCOM

- *Sunday Reception*

POTTER SIGNAL

- *Monday Morning Break*

SPACE AGE ELECTRONICS

- *Sunday Afternoon Break*

AES CORPORATION

- *Sunday Morning Break*

GENTEX

- *Door Prizes*



New Tests for Smoke Alarms and Detectors

In order to improve the detection of fires from synthetic materials and to reduce unwanted alarms, new tests have been developed for smoke alarms. In addition to the long established tests, beginning in May 29, 2020 all smoke alarms seeking to be listed as complying with the ANSI/UL 217 product standard will have to pass new flaming and smoldering polyurethane (PU) foam tests as well as a new cooking nuisance resistance test. Ultimately the new tests will be added to the ANSI/UL 268 smoke detector product standard with the same effective date. Smoke detection manufacturers are in the process of redesigning or developing new products to meet the new requirements.

The PU fire tests were needed to address changes in materials used for interior furnishings and building materials. Forty years ago interior furnishings found in homes, hotel guest rooms, dormitories and offices were primarily made of natural materials like cotton, wood, wool, linen or silk. Most furniture available in the last 20 years utilizes polyurethane foam for padding, and polyester or nylon for furniture coverings, carpet and drapes. The reason for this transition is synthetic materials are less expensive, easier to clean and more resistant to normal wear and tear than natural materials. Also during the mid-1980's construction methods changed from using solid wood lumber like 2X4's, 2X6's and 2X12's for studs, trusses and joists to widespread use of "Engineered Lumber" made from wood and synthetic epoxies. This transition occurred because engineered lumber is less expensive, lighter than and just as strong as real wood.

With the widespread use of synthetic materials, the smoke characteristics of fires today are considerably different than in the 1970's. There are numerous reports that demonstrate that fires from synthetic materials burn hotter and faster than natural materials used in the past. The 2008 National Institute of Standards and Technology (NIST) report titled *Performance of Home Smoke Alarms Analysis of the Response of Several Available Technologies in Residential Fire Settings* concluded people today have 3 minutes of available safe escape time in "flaming" fires compared to 17 minutes in the late 1970's.

The cooking nuisance resistance test was necessary to meet a new requirement in the 2013 edition of NFPA 72®, *National Fire Alarm and Signaling Code*. Section 29.8.3.4(5) requires all smoke alarms and smoke detectors installed between 6 feet and 20 feet from a stationary or fixed cooking appliance to be listed for resistance to normal cooking activities such as pan frying sautéing and baking. A future effective date of January 1, 2016 was established to allow for the development of a cooking resistant test in the product standards and allow manufacturers time design and get their products listed. The new requirement was needed because normal cooking activities are the leading cause of unwanted alarms.

For the 2016 edition of NFPA 72 the effective date was changed to January 1, 2019 as the cooking nuisance resistance test had not been finalized. It was estimated that an additional three years would be needed to gather the technical data, develop the performance tests, obtain approval from the UL Standards Technical Panel (STP), as well as to allow time for manufacturers to design, test, and list their products.

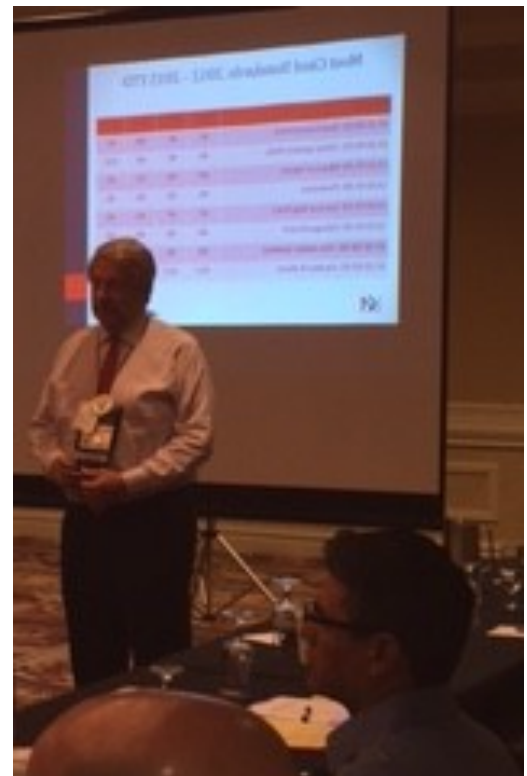
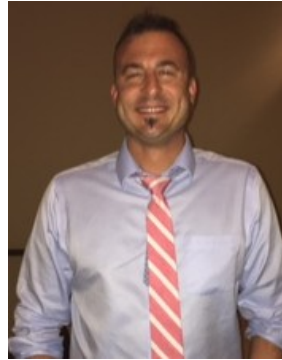
The new flaming and smoldering PU foam tests as well as the nuisance resistance test will become part of UL/ANSI 217 for smoke alarms and ANSI/UL 268 for smoke detectors. UL recently announced their certification laboratory will not require smoke alarms or smoke detectors to comply with the new tests until May 29, 2020. An effort is underway to change the date for the 2019 edition of NFPA 72 and to promulgate a tentative interim amendment (TIA) for the 2016 edition of NFPA 72 to align with the May 29, 2020 date in the aforementioned product standards. Because of the NFPA code development processes, no change can be made to the 2013 edition.

At this time there are no smoke alarms or smoke detectors that meet the new tests. As a result, many stakeholders are of the opinion jurisdictions that have or are in the process of adopting the 2013 or 2016 editions of NFPA 72 need to revise the effective date of section 29.8.3.4(5).

Author: Richard Roberts
Industry Affairs Manager

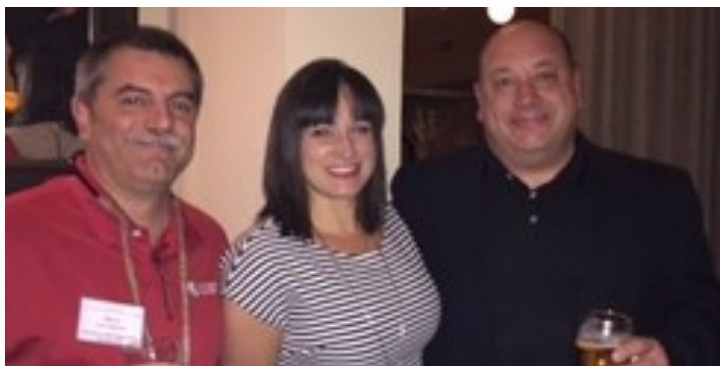
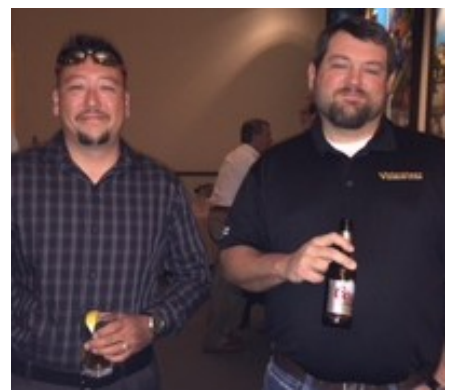
NIFAD Annual Meeting

June 22-24, 2016
Monte Carlo, Las Vegas



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NIFAD 2017 Annual Conference

The NIFAD 2017 Annual Conference will be held in Boston, MA prior to the NFPA Conference and Expo. The NIFAD meeting will be held Friday, June 2 through Sunday, June 4, 2017. We will begin with an evening welcome reception on Friday and conclude Sunday afternoon prior to the opening of the NFPA Expo. The format is a day earlier than the Las Vegas format. I am currently getting proposals from hotels in Boston and will let you know when I secure a location for the meeting.



Communicate to Succeed

By Harvey Eisenstadt

The sales process is comprised of many critical steps that must be identified, perfected and practiced to achieve sales success. The exhibition of true professionalism is displayed in the way you communicate. The characteristics of communication play a significant role as you progress through the steps to sales success. The following paragraphs will take a look at a few of these critical steps and the important role of communicating effectively.

After your initial contact with a prospect, usually when trying to make that all important appointment, it is crucial how you begin your introduction to that person—who has never in the past spoken to you—will determine if they will want to hear more from you. Here is where communicating the correct message with the appropriate tone of voice is so important. Think about it this way. To hear the second part of your message, the prospect must resonate positively with the first words you deliver. People respond positively to “what’s in it for me.” Begin your comments, after introducing yourself, with a benefit or two that the prospect will realize from your product or service. Once the prospect responds in the affirmative, you then ask for the appointment to explain how these benefits will be achieved.

E-mails can be, and should be, an effective way to communicate important information. All too often E-mails fall into one of the following two categories.

First, even though the recipient of your E-mail can reply, personal contact is quite often necessary. Make sure your contact information is easily located and easy to identify in the E-mail.

Secondly, keep your E-mails short and to the point. E-mails that are unnecessarily lengthy will quite often lose the interest of the recipient, and the important message you want delivered never gets to your target. Wherever possible, begin your E-mail with the most important part of your message so the reader will want to read on to learn more about the subject of your E-mail.

Be responsive. There are few reasons, if any, why you don’t respond to an E-mail or phone call. Too many salespeople do not respond in a timely manner, or do not respond at all, to an E-mail or phone call. So often the excuse is “I’m too busy.” That is clearly a lack of organizational and management skills, and not only a case of rudeness but a lack of communication skills. Every communication should be considered for a response with a sense of urgency. It should not be difficult to plan your day or your week to allot a certain amount of time to respond in a timely manner to E-mails and phone messages.

Here is something to remember. Potential sales can be lost because of the lack of a timely response, while new business can be closed with more timely responses.

Think of effective communication as the lifeline to your business success. If you maintain that lifeline, then strong and healthy success is on the horizon. If you allow that lifeline to weaken or break, then success is clearly an uncertainty.