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National
Independent
Fire Alarm
Distributors

NIFADNews

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Calendar of Events

AFAA National Codes Conference

May 4-8, 2020
Phoenix, AZ

NIFAD

Annual Meeting

June 20-22, 2020
Hyatt Regency Orlando
Orlando, FL

NFPA

Convention

June 22-25, 2020
Orlando, FL

*Mark your
calendar
and plan
to attend!*



From the President's Desk

By Jarrett Ryan, NIFAD President

Hello fellow NIFAD Members! I want to thank everyone again who attended this year's Annual Conference in San Antonio. It was great seeing everyone once again! I hope you all learned something valuable from the town hall, presenters, and our sponsors, that will help your business going forward. The value of our organization comes from everyone freely sharing thoughts and ideas on how we can improve our industry and businesses. We accomplished that once again this year. I hope you are already thinking of new questions for our 2020 meeting in Orlando!

Speaking of town hall questions, we had quite a few questions that we were not able to discuss at the Annual Conference. In the coming weeks and months, we will be posting those questions on our NIFAD website under the members login. If you haven't visited our website in a while or are new to the association, please make sure you register or reset your login information, so you do not miss out on the upcoming discussion. We will send out a reminder after the Holiday weekend, but our goal is to start posting questions after the Labor Day Holiday. I hope everyone will be part of the conversation!

As we point towards 2020, I would like to appeal to all our members to help us add new members to the organization. As we know, our

industry is in a consolidation mode, so our membership will be fluctuating over the coming months. In order to keep a steady number of member companies so our interactions remain valuable to you and your business, we would like to add five (5) new members prior to our 2020 Annual Conference. If you know a business owner or business leader that would be a valuable member to our NIFAD family, please feel free to reach out to Headquarters or any of the Board of Directors to let us know and we will contact that business to get them involved in our association. We have already added two new members, Communication Systems Integrators of Allentown, PA, and ECSI Systems Integrators of Bloomington, MN. but there is room for more. Please help us keep the Association strong!

In closing, it's never too early to think about our next Annual Conference. Our 2020 meeting will be at the Hyatt Regency Orlando, next to the convention center. Mark Murrell will be leading the 2020 Planning Committee, so if you have any thoughts on discussion topics, speakers or just general ideas on the Annual Conference, please let him know.

I wish everyone a fun and safe remainder of summer!

Welcome New Members



Meet new member Rich Hanson of **ECSI System Integrators** located in Bloomington, MN.

Learn about ECSI on the new member highlight section on the next page.

Communication Systems Integrators, LLC, located in Allentown, PA, has been added as a new NIFAD member. Andrew Heist, Director of Operations, will be the NIFAD representative.

Look for more information on this company in the next NIFAD newsletter.

Forecasts From The Kiplinger Letter

The U.S. economy has developed a split personality. Manufacturing is hurting because of the intensifying U.S.-China trade war. Factory output has fallen in five of the past seven months and figures to keep suffering for the foreseeable future.

Consumers, meanwhile, feel fairly good. Consumer spending jumped in July, driven in part by Amazon Prime Day, which has led other e-retailers to offer discounts.

Consumer spending makes up most of the U.S. GDP. But manufacturing matters, too. It has long served as a bellwether for the broader economy. If it contracts enough to bump up the jobless rate, consumers may grow more cautious in their spending.

Note the deluge of laws banning or limiting salary history inquiries at state and local levels. In 2016 lawmakers began regulating using salary histories in the hiring process. At least 18 states and 17 localities have enacted such laws since.

The aim: Help end the gender wage gap. N.J. is the latest state to take action. Its new law will bar employers from screening applicants based on their prior salaries. Maximum or minimum past pay thresholds for job consideration will also be illegal.

Average pay raises...about 3.3%, as labor markets remain fairly tight. Overall benefit compensation will rise about 3%, matching wage gains in 2020, including the cost of 401 (k) contributions, paid vacations, sick leave, etc.

Payroll taxes...rising, as the wage base goes from \$132,900 to \$136,800.

The cost of employer-sponsored health care will increase about 4.5%. Given the hot job market, most employers are avoiding huge hikes or benefits cuts. To hold down costs, look for more employers to offer high-deductible health plans with incentives to enroll. Other strategies: Providing decision support for surgery. Coordinating care for workers with high-cost conditions. Increasing telemedicine use.

New Member Highlight



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TECHNOLOGY SIMPLIFIED

We are leaders in low voltage integration creating intuitive systems for an automated world.



RESIDENTIAL

Enjoy complete control over your home with useful features personalized to suit your individual needs and budget.

COMMERCIAL

Set your building apart with commercial systems designed, installed and supported by a team of highly skilled, factory trained and certified low voltage technicians.

LIFE DOESN'T FOLLOW A BLUEPRINT, SO NEITHER DO WE.

ECSI specializes in designing personalized solutions that accommodate the unique needs of each client. We offer an unparalleled scope of low-voltage products and services that result in easy-to-use, fully-integrated systems that set new standards in home and business technology.

ENGINEERING & DESIGN

ECSI offers total project solutions from design assist to full system engineering.

We provide full-service solutions to our clients low voltage needs. Our in-house design team provides full-service design and engineering solutions from conception to completion. From the very beginning, we provide fully-engineered drawing of all our installations using innovative technology like AutoCAD, Revit, and NavisWorks to produce Building Information Modeling (BIM). Amongst our highly trained staff we hold many different certifications.

ECSI is a subsidiary of **Hunt Electric**, an industry leader providing the most innovative, high quality and cost-effective electrical construction solutions. Our low voltage technicians are highly-certified in their fields of expertise, meaning you can expect expert solutions every step of the way.

NIFAD Annual Meeting June 17-20, 2019 San Antonio, TX

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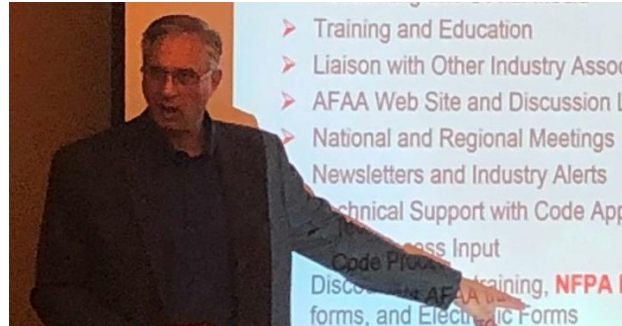
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If you have any questions, concerns or feedback throughout the year, please feel free to reach out to any of these members.

Additionally, if you have any member referrals, please forward them to any board member for follow up.



Anna Gavin receives a plaque in appreciation of her outstanding service as President of NIFAD for two years. Jarret Ryan, incoming President, presents the plaque to Anna.

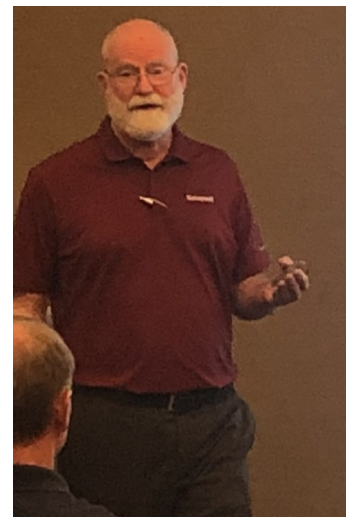


2019-2020 Board of Directors. (L to R) Anna Gavin, Mike Callahan, Steve DeFacci, Doug Richard, Jarret Ryan, Jim Arizini. Mark Murrell was not pictured.



NIFAD Annual Meeting

June 17-20, 2019 - San Antonio, TX



Codes & Standards Updates

Development of Future Codes that will enhance public life safety are as follows:

- 2021 Edition of the International Existing Building Code (IEBC):
 - The Committee Action Hearing (CAH) is the first of a three-stage process for the development of the 2021 edition of the IEBC. The major actions of interest to NIFAD members are as follows:
 - CO Detection: Existing K-12 schools is added to the list of occupancies required to have CO detection and only system-connected CO detectors are permitted to be installed.
 - BDA: Where existing buildings undergoing level 3 alteration (greater than 50% of building area) or a change of occupancy that do not have an approved emergency responder radio coverage in the building a BDA system shall be installed in accordance Section 510 of the IFC
 - Area of Rescue System: In existing buildings with elevator service, a two-way communication system shall be provided in accordance with Section 1009.8 of the International Building Code.
 - The next step in the process is for the full ICC membership to review and vote on the actions taken during the CAH

- 2021 Edition of NFPA 101, *Life Safety Code/NFPA 5000, Building Construction and Safety Code*:
 - The following actions were taken by the Building Service and Fire Protection Equipment Technical Committee (TC) during Second Draft (SD) Meeting in Indianapolis, IN:
 - Low Frequency: Approved a NEMA Public Comment (PC) seeking to delete the future low frequency effectivity date of 1/1/2023. This means smoke detectors with an integral low frequency sounder base are required in sleeping rooms (of new hotels, dormitories and apartment buildings) if the smoke alarm is unable to produce the low frequency signal as soon as the code is adopted. The TC rejected three PC's seeking to completely delete the low frequency requirement.
 - BDA: Rejected four PC's seeking to remove a new section that was added during the first revision to require BDA systems to be installed in accordance with NFPA 1221 and UL 2524
 - The following actions were taken by the Residential TC. The scope of this Committee covers hotels, motels, dormitories and apartment buildings:
 - Low Frequency: Approved four Public Comments (PC's) written by me that added annex material to a First Revision (FR) addition that explains the intent of the requirement which will help to reduce confusion.
 - Carbon Monoxide (CO) Detection: Rejected two PC's seeking to amend a FR addition requiring existing hotels/motels to be provided with CO detection. The PC's would have watered down the FR requirements and created confusion.
 - The following actions were taken by the Education TC. The scope of this Committee covers K-12 schools and day-care facilities:
 - Mass Notification Risk Analysis: Approved a PC to require a risk analysis upon the replacement of a fire alarm system in an existing K-12 school. This may lead to more mass notification systems being required.
 - Sprinkler Systems: All new daycare occupancies are to be protected throughout by a supervised, automatic sprinkler system. This means a fire alarm control unit and sprinkler monitoring switches (tamper and waterflow) will be required to monitor the sprinkler systems
 - The next step in the process is the official ballot of the TC actions taken during the SD meeting

Codes & Standards Updates Continued

- 2022 Edition of NFPA 72, *National Fire Alarm and Signaling Code*:
 - The Committee actions during the FD meeting are the first of a three-stage process for the development of the next edition of the Code. The below key actions are of interest to NIFAD members. They include the first revision (FR) number that can be used to look up on the actual language in the attached summary.
 - Remote Access/Programming: FR-5288, FR-5220 and FR-511
 - Cyber Security: F-5122, FR-5126, FR-5197 and FR-5216
 - Battery Listing/Capacity: FR-5147 and FR-5186
 - Mass Notification Control Unit Listing: FR-5208
 - Pre-recorded Voice Messages: FR-2523
 - Marking of CO Detectors: FR-5113
 - Site-specific Software: FR-5244
 - Pathway Operation of Wireless Fire Alarm Systems: FR-5072
 - Listing of Area of Refuge Equipment: FR-5276
 - Sensitivity Testing of Smoke Detectors: FR-5330
 - Pathway Survivability: FR-5085, FR-5270 and FR-5221
 - Abandoned Fire Alarm Equipment: FR-5091
 - NAC Power Extender Panels: FR-5175
 - Surge Protection for Mass Notification Systems: FR-5226
 - The next step in the process is the official balloting of the First Draft Committee actions and then the Public Comment phase
-
- 2022 Edition of NFPA 1221, *Standard for Emergency Services Communication Systems*:
 - The deadline for submitting Public Inputs for the 2022 edition of standard has been changed from June 2019 to November 2019.
 - The reason for postponing the PI deadline is NFPA 1221 is being consolidated with the NFPA 1061, *Standard for Public Safety Telecommunications Personnel Professional Qualifications*. The first draft meeting will be the week of 1/27/2020 in Orlando.
 - NFPA has embarked on a consolidation project that encompasses 102 standards.

National Institute for Certification in Engineering Technologies (NICET) Certification Program:

- Bi-Directional Amplifier (BDA) BDA Systems:
 - In February the Safer Buildings Coalition (SBC) submitted a request to NICET to develop a certification program for people involved in the design, installation, inspection and maintenance of BDA systems. The NICET Board of Directors has expressed interest in developing a new program and has requested additional information from the SBC before making a final decision. In June SBC formed a WG to provide the NICET Board with a scoping document for what the program will look like.
 - This is an excellent opportunity to raise the level of professionalism of the BDA market

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NIFAD Annual Meeting



June 20-22, 2020

Hyatt Regency Orlando
Orlando, Florida

NIFAD has sleeping rooms

blocked June 20-23, 2020.

Our room rate is \$139 single or double

Experience ultimate convenience
at Hyatt Regency Orlando.

With the Orange County Convention Center
just steps away and the International Drive
I-RIDE Trolley at your door, you'll find it's easy
to explore top Orlando events and attractions.

More information available in Spring 2020.

