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National
Independent
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Distributors

NIFADNews

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Calendar of Events

**AFAA National
Codes Conference**
May 21 - 24, 2018
Philadelphia, PA

**NIFAD
Annual Meeting**
June 9-11, 2018
Luxor Hotel
Las Vegas, NV

**NFPA
Convention**
June 11-14, 2018
Las Vegas, NV

*Mark your
calendar and plan
to attend!*

Growth and the Labor Shortage by Anna Gavin, NIFAD President

Each year our Town Hall has a combination of new and old questions. Yet even when a question has been asked in the past, there is still always some new spin, or something new to be learned. It always amazes me how much content we manage to bring up in our annual meeting. There were over 80 questions this year and the content was well balanced between operations, sales, and products. But above all, our questions centered around growth.

Without a doubt the number one challenge our industry is facing right now is the ability to find quality technicians. These people drive revenue in our business. They are the source of most of our successes and our failures. We are not in the business of selling just fire equipment. We sell the skills and knowledge of those that know how to design, install, test and repair these systems. We rely on good people to

grow our business.

As we attend conferences and meetings throughout the year, we all hear the familiar cry for good help. We lament the ability to find anyone decent with trades skills. It is a nationwide problem without an easy fix. And for an industry as specialized as are, there are even fewer candidates out there.

Many of us are developing training programs, realizing we must groom our own. We live off of referrals from employees and hope to bring in good people to teach them our trade. Others are actively using recruiters or attending job fairs. Whatever the method, it's a considerable investment. I am sure this is a topic we will be visiting again at our annual meeting in 2018.

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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.

New Member Highlight: Pletcher Fire Protection



John Pletcher of Lancaster, Pennsylvania, established Pletcher Fire Protection in 2008.

John and his wife, Kimberley, run the daily business out of a home-based office and warehouse space in close proximity.

Pletcher Fire provides services for fire alarm, sprinkler and suppression systems with the latest edition of fire extinguishers. John started the company based on the “service” mindset but 9 years later the company is coming up on some of their biggest installations to date.

Their current customer base consists of everything from food processing plants to heavy equipment manufacturing plants to school districts. Pletcher Fire Protection has not set any records at “time of growth” but is very proud to say they have not lost any customers to date. Customer service is their number one priority, and they have been told they are good at it.

2018 is slated for a sizeable expansion year in way of staff and facilities. Currently, they employ three workers but have plans to bring on a fourth within a couple weeks due to overwhelming demand.

Pletcher Fire’s service area is Central PA, including Lancaster, Harrisburg, and locations north and west.

John and Kimberly are happy to join NIFAD so we can meet, network, and discuss subjects with other professionals in the fire protection field.

John and Kimberly Pletcher





Codes & Standards Updates by Richard Roberts

Alarm and Trouble Signal

AT&T is considering establishing a Task Group to ensure alarm/trouble signals sent from the protected premises to the supervising station via FirstNet will have guaranteed priority and preemption as well as complying with FCC regulations.

FirstNet is an independent authority within the U.S.

Department of Commerce. Authorized by Congress in 2012, its mission is to develop, deploy, operate and maintain the first national high-speed wireless broadband network dedicated to public safety. This reliable, highly secure, interoperable, and innovative public safety communications platform will bring 21st

century tools to public safety agencies and first responders, allowing them to get more information quickly and helping them to make faster and better decisions.

An important feature of FirstNet will be the ability of supervising stations to receive alarm/trouble signals from the protected premises and retransmit them to the fire department or other public safety agencies via the nationwide public safety broadband network (NPSBN). These signals MUST have top priority and need to comply with Federal Communications Commission (FCC) rules. AT&T will establish a Task Group with representatives from the FCC, Alarm Industry Commuta-

tions Committee (AICC) and FirstNet.

Ohio Fire Code

The 2011 Ohio Fire Code is being updated and new requirements are being proposed for carbon monoxide detection, EVAC systems, smoke detection and addressable fire alarm systems.

The Office of the State Fire Marshal has initiated a revision cycle to create the 2017 edition of the Ohio Fire Code by adopting the 2015 edition of the International Fire Code (IFC). Proposed changes are as follows:

- ° An EVAC system will be required in K-12 schools with an occupant load that is greater than 100

NIFAD
Annual Meeting
June 9-11, 2018

Luxor Hotel
Las Vegas

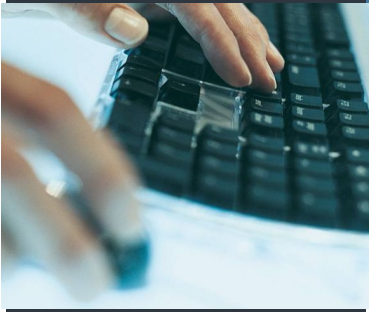
NIFAD has sleeping rooms blocked June 9-13, 2018.

Our room rate is \$115 single or double for Saturday, June 9th, and \$55 each night for Sunday June 10th through Wednesday, June 13th.

A daily Resort Fee of \$30 per room, per day plus Clark County room tax will also be charged.

The Luxor offers In-room wireless internet service, fitness center admission for guests 18 and over, Wi-Fi access in public areas, full service business center, full service concierge and car rental, a pool, eight restaurants and four shows are on the property: Blue Man Group, Criss Angel Mindfreak Live, Carrot Top Fantasy.

More information available in Spring 2018.



NIFAD Website

Check the website for current news and information on events for our organization.

Newsletters, conference brochures, industry links and conference registration forms can also be found on the website, NIFAD.com.

Codes & Standards Update continued...

- ° Smoke detectors are permitted to be installed in lieu of smoke alarms
- ° New fire alarm systems will be required to be addressable
- ° CO detection will be required in new hospitals, nursing homes, assisted living occupancies, hotels, apartment buildings, dormitories and K-12 schools having a fuel-burning appliance or an attached garage.

The next step in the process is the process is the public comment phase.

PASS Act

President Trump signed into law S.190 (the PASS Act). The federal legislation extends exemption for power supplies used in fire/life safety systems from the Federal no-load mode energy efficiency requirement to 2023 and authorizes the Secretary of the Department of Energy to make the exemption permanent. The industry will work with the DoE to make the exemption permanent.

The provision in the 2011 Energy Policy and Conservation Act exempting life safety (security and Fire) external power supplies from having to meet the no-load mode requirement expired on 7/1/17 after U.S. Senate failed to pass a bill in 2016.

Richard Roberts is the Industry Affairs Manager at Honeywell Security and Fire and serves as NIFAD's Technical Advisor.

