

Summer
2022

National
Independent
Fire Alarm
Distributors

NIFADNews

this issue

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From the President's Desk

By Rich Sigethy, NIFAD President

Calendar of Events

2023 NIFAD

Annual Meeting

June 17 - 19, 2023
Las Vegas, NV

2023 NFPA

Conference & Expo

June 19 - 22, 2023
Las Vegas, NV

*Mark your
calendar
and plan
to attend!*

Fellow NIFAD Members,

Now that we are over halfway through 2022, we are all watching our job costs go through the roof. It seems like we get weekly price increases from our suppliers, with some of these price increases being on existing orders. How do we call a customer to inform them that their parts are 6 months back ordered, AND we are going to send them a bill as the price increased the part we can't provide? OUCH. The first two years of the pandemic and supply chain shortage, most people were understanding of product delays. Over the last 90 days, our customers are not accepting of this and are pushing back much harder expecting answers. If anyone reading this wants to make a lot of money, start a semiconductor business making electronic components!

While covid was in its infancy, most were concerned about keeping enough business flowing into their company to weather the storm. No one expected to have new business opportunities along with record sales. Now we have an abundance of work on the books, we need to get submittals

turned around as fast as possible, or schedule that inspection that has been put off for two years. We start looking for new employees to help our new growth. We post ads help wanted everywhere on social media, incentivize our current employees with signing bonuses for new talent and we get very few applicants. Where did everyone go? Are they in hiding with a bunch of microchips?

Even with the challenges mentioned above, I could always rely on my fellow NIFAD members when I needed an emergency part for a customer on fire watch. It's nice to send out a group email asking someone for a particular part, and have someone share with me that you may want to try another vendor or product line as they are having success. Since we all are INDEPENDENT distributors, we need to come together with other smaller businesses so we can have a combined voice.

Rich Sigethy
NIFAD President

NIFAD Board

President
Rich Sigethy
Fireline Corporation
rjs@fireline.com

Vice President
Alley Williamson
Fire Fighter Sales & Service
awilliamson@firefighter-pgh.com

Treasurer
Don Horsley
All Tech Fire and Security
Donald@alltechfire.com

DIRECTORS

Debbie Horvath
Reliable Fire Equipment Co.
horvathd@ameritech.net

John Pletcher
Pletcher Fire Protection
john@pletcherfire.com

Kevin Green
Pyro-Comm Systems, Inc.
kgreen@pyrocomm.com

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.

Welcome New Member E Fire of Tupelo, Mississippi

E Fire has been North Mississippi's leader in fire protection since 1983. We provide comprehensive fire protection services to businesses, educational institutions, government agencies, healthcare facilities, and industries throughout the region. Our experienced team of fire safety professionals is dedicated to protecting life and property through our fire prevention, detection, and suppression solutions.



We pride ourselves on our customer service and our ability to partner with businesses and communities to provide the best possible fire safety solutions. Over the last 20 years, E Fire has become the go-to source for service and installation of Access Control, Fire Alarms, Fire Extinguishers, Fire Sprinklers, Security Systems, and Suppression Systems; and we're always looking for new ways to better serve our customers.

Over that last few years, E Fire has been on a path of controlled growth using a combination of strong principals, customer service focus, and market dominating strategies through direct response marketing, social media, and YouTube videos. Along with increases in revenue and market share, we also help other fire protection companies across the United States with their marketing strategies.

We look forward to being a part of NIFAD, sharing, and collaborating with fellow members.

David Strange and Nathan Strange



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.

Welcome New Member

Fisher Systems of Lewiston, Idaho

Jim started in the industry working in a central station in Scottsdale AZ. After a couple months he decided installation would be a better fit and moved to the field. Graduating High Tech Institute Jim returned to Idaho, and started working at Fisher Systems in the fall of 1997 as an apprentice. He was the youngest on the crew for almost 8 years. In that time he became Licensed in Idaho and Washington as Specialty Electrical low voltage Journeyman. He moved to Systems Designing and sales where he continued working his way up to Director of sales and acquired his first 5% of the company. In 2017, he acquired the remaining 95% of the company and became the President and Sole owner. Monday August 15th was his 5th year anniversary as owner.

Jim feels he is blessed to be in an industry that he absolutely loves. The work is challenging, and there is always something new to learn.

He has been married for 22 years to his wife, Denise, and has three children.

Jim Aarstad has over 25 years of experience in his field. As President/Owner of Fisher Systems Inc, he is an expert in systems design, LiveSafe Systems, Access Control, Security, CCTV, Integrated platforms, Systems Analytics, Systems Automation, He oversees the technical systems side and consultant sales for his company. He guides and directs his team, looking at new trends, improving the process, and keeping on top of customer service and relations. James holds an associates degree in Electrical Mechanical Drafting.

He is NICET III FAS Certified, Certified System Engineer ICAM PACS, Holds Journeyman, and Administrator cards in two State; He is affiliated with, ESA, UL, NFPA, NIFAD, AFAA, NICET, Better Business Bureau, American War Fighter's and Jackson Baldwin Pay it Forward Foundation.

Fisher Systems, Inc. Core Vision

Our First Steps to Growth

Fisher Systems is the leader in innovative Security and Life Safety technologies that serve our community's needs.

We command and drive our markets with high integrity standards, a dedication to quality of service, to grow and build our communities with commitment to education through all levels of Fisher Systems, our Vendors, and our Clients.

We are large enough to meet your needs, small enough to feel like family. Fisher Systems sets the industry standard for responsiveness. We anticipate, listen, acknowledge, deliver, and follow up. The best time to respond was yesterday, and the second-best time is now.

At Fisher Systems, we believe our employees are our greatest assets. Our knowledgeable team pays attention to detail, organization, and professional appearances, reflecting our commitment to excellence that signifies respect for our clients.

We believe in continuous learning, working hard, playing hard, living healthy, sharing and celebrating every success and honoring God with our work.

NIFAD Annual Meeting

June 4-6, 2022

Boston, MA



Jarret Ryan receives a plaque in appreciation for his outstanding service as President of NIFAD for three years. Mark Murrell, Vice-President presents the plaque to Jarrett



Codes & Standards Updates

Development of Future Codes:

- The International Code Council (ICC) Committee Action Hearing (CAH): Below is a summary of the Committee actions on proposals relating to the fire alarm, detection, and emergency communications requirements. The next step is the public comment phase.
 - 2024 Edition of the International Existing Building Code (IEBC): The scope of this code covers existing buildings undergoing an addition, alteration, change of occupancy or relocation.
 - Carbon Monoxide (CO) Detection: Approved a proposal to expand the requirement for CO detection to **all** existing buildings having a known CO source
 - Alarm Transmission: Approved a proposal that requires automatic sprinkler systems to be supervised by a fire alarm system in buildings undergoing a Level 3 Alteration (where the work area exceeds 50 percent of the building area)
 - Fire Alarm Systems: Approved a proposal to expand the fire alarm/detection system requirements in buildings undergoing Level 2 alterations (includes the reconfiguration of space that could be up to and including 50 percent of the area of the building) by aligning the requirements with newly constructed buildings in Chapter 907 and Chapter 11 of the IFC
 - ERCES: Approved a proposal to require any building undergoing a Level 3 Alteration (where the work area exceeds 50 percent of the building area) to undergo an evaluation of the emergency responder communication signal strength and coverage area within the entire building
 - 2024 Edition of the International Residential Code (IRC): The scope of this code covers detached one- and two-family dwellings and townhomes not more than three stories in height.
 - Fuel Gas Detection: Disapproved a proposal to require fuel gas detection (natural gas or propane) in new dwelling units and adds definitions for fuel gas alarm, fuel gas detector and household fuel gas detection system.
 - Low Frequency: Disapproved a proposal seeking to require smoke alarms and household systems to produce the 520 Hz low frequency audible fire alarm signal in sleeping rooms. The Committee supported the concept but did not want to add a requirement when there is no product currently available.
- 2025 Edition of NFPA 72®, *National Fire Alarm and Signaling Code*: First Draft (FD) meeting for the next edition of the Code were held in July. Several key Committee actions from the meeting are as follows:
 - Alarm Transmission: Created performance requirements for sending alarm, trouble, and supervisory signals from the protected premises to the supervising station via the cloud
 - Cybersecurity: Moved the recommendations from Annex J to the new Chapter 11. This change will make the requirements mandatory.

Codes & Standards Updates Continued

- Thermal Imaging/Video smoke detection: Updated the requirements
- Carbon Monoxide Detection: Amended the requirements to remove several conflicts with the requirements in the ICC/NFPA model codes

Honeywell will provide a detailed summary within the next several months. The next step in the process is the public comment phase.

- 2024 Edition of NFPA 101, *Life Safety Code*: During the Second Draft (SD) meeting for the next edition of the Code a public comment was rejected that would have allowed smoke alarms that are solely powered with a sealed 10-year battery from being installed in new construction. Currently the Code requires smoke alarms installed in new construction to have the primary powered from the buildings commercial power with battery back-up.

Detection:

- Carbon Monoxide Detection: The Federal Nicholas and Zachary Burt Memorial Carbon Monoxide Poisoning Prevention bill was signed into law. The bill directs the Consumer Product Safety Commission to award grants to states and tribal organizations to install carbon monoxide alarms in the homes of low-income families and older adults and facilities that commonly serve children or older adults. Such carbon monoxide alarms must comply with specified standards
- UL 268/ULC 529: New editions of the smoke detector standards achieved consensus during balloting. There were some minor comments that will be corrected and recirculated. This edition contains aspirated detector requirements and harmonized fire tests.

Emergency Responder Notification:

- Florida: Governor DeStantis signed SB-1190, a bill that updates Florida Statute § 633.202 (18) that requires adequate public safety communications coverage inside new and existing buildings. These changes are effective 7/1/2022. Key elements of the are as follows:
 1. Added the word “high-rise” in several places that clearly requires all existing high-rise commercial and existing high-rise apartment buildings to comply with the Florida Fire Prevention Code requirements for in-building communications coverage.
 2. Exempts apartment buildings 75 feet or less in height that are constructed using wood framing that has less than 150 dwelling units where the dwelling units have “corridor” that leads directly to an exit. It should be noted that the Florida Building Code (FBC) limits the height of wood frame apartment buildings to 4 stories if the building is sprinklered and 3 stories if the building is not sprinklered.

The bill was strongly lobbied for by a prominent investor in the affordable housing sector in Florida. Fortunately, the scope of the bill was narrowed from exempting **all** apartment buildings 75 feet or less to exempting **only** 4 story apartment buildings of wood frame.

Codes & Standards Updates Continued

- North Carolina: The Building/Fire Ad-Hoc Committee approved a petition that changes the reference in the three sections (510.4.2, 510.5, and 510.5.4) of the NC Fire Code from the NFPA 1221 to the NFPA 1225. The next step in the process is for the petition to be voted on during in September by the Building Code Council (BCC).
- NFPA 1225: This standard is on a 5-year revision cycle instead of the normal 3-year cycle. Therefore, a virtual meeting of the Committee will be scheduled for October with the goal of creating tentative interim amendments (TIA) to consider potential changes to the current edition of the standard that can't wait 5 years. A TIA is NFPA's official process for amending a published standard.
- South Carolina: Will require ERCES to be listed as complying with UL 2524 after South Carolina Building Codes Council adopted the 2021 edition of the IFC. The Council approved an effective date of January 1, 2023.

Building Notification:

- UL Product Listing Standards: New editions of UL 464 (*Audible Signaling Devices for Fire Alarm Systems*), UL 1480 (*Speakers for Fire Alarm Systems*), and UL 1638 (*Visible Signaling Devices for Fire Alarm Systems*) are out for ballot.

Federal Legislation:

- Smoke Detection Bill: H.R. 7981 seeks to require all smoke alarms provide specific notification signals that will increase the waking effectiveness of all people but most importantly those with hearing loss. However, there are technical flaws with the bill and needs to be modified. Despite NEMA's efforts, amendment no. 12 to the bill passed markup in the House Financial Services Committee yesterday on a voice vote. NEMA is working to schedule meetings with both the lead Dems and Republicans to pursue a technical fix to the amendment.
- Privacy Bill: Several Fire Alarm associations are tracking the development of a comprehensive Privacy Bill in the US House of Representatives. There is currently a bipartisan draft of the bill.

Fire Protection Research Foundation (FPRF):

- Smoke Detector Spacing in High Ceiling Spaces: This project seeks to determine the installation requirement of smoke detectors on ceilings over 10-ft. The project is needed because NFPA 72 does not provide prescriptive requirements for the reduction of spacing for smoke detectors. This gap has caused confusion in design and enforcement on what to do when smoke detectors are installed on ceilings higher than 10 feet.
- Bi-Directional Amplifier (BDA)/Emergency Responder Communications Enhancement Systems (ERCES): As reported previously, NFPA's Fire Protection Research Foundation (FPRF) commissioned a study to perform a literature review to identify the temperature at which the transmission of data signals over fire alarm circuits will be degraded, and the temperature at which ERCES voice messages are no longer understandable for emergency responders. The research will be used as a technical basis for possible changes to NFPA 72 and NFPA 1225. The report concluded:

Codes & Standards Updates Continued

There is limited scientific evidence that thermal effects are a problem for communication cables. However, there were several studies found which showed the malfunctioning of cables through short circuit under elevated temperature conditions. Therefore, it is necessary to conduct a testing research program to investigate the conditions under which communication fails to provide necessary data for prescriptive and performance-based design of communication systems”.

The report will be posted on the FPRF website later this week. Let me know if you want a copy of the report?

Author

Richard Roberts
Senior Industry Affairs Manager
Honeywell Fire Safety
1-630-338-7025
Richard.roberts@systemsensor.com



2023 NIFAD Conference

NIFAD has sleeping rooms blocked June 17-19, 2023.

Our room rate is \$279 single or double for Saturday, June 17th, and \$59 each night for Sunday, June 18th, \$69 for Monday, June 19th, and \$69 Tuesday, June 20th.

A daily Resort Fee of \$39 per room, per day plus Clark County room tax will also be charged.

More information will be available in the future.

Mark your calendar now and plan to attend!

Bits & Pieces by the Kipling Letter

Energy

Europe's energy crisis is going to get worse. The ripple effects will be felt around the globe as Russia cuts off natural gas to Europe and factories slow down or halt for lack of fuel. Which in turn means U.S. Businesses should start planning now for disruptions in the supply of many basic materials.

Industrial gas users' supply will be cut first, as governments prioritize gas to heat people's homes, hospitals and other key facilities when rationing hits.

These products are most vulnerable to curtailments because they are so energy-intensive:

Metals...steel, aluminum and zinc products. (Aluminum and zinc smelting take lots of electricity. Much of Europe's smelting capacity is already idle.)

Cement, glass and paper. And chemicals...everything from fertilizers and basic petrochemicals to specialty products. Because many chemical plants have to run close to full steam or not at all, and because their products are essential to so many other industries, Europe will try to keep them running wherever possible.

If gas shortages get bad enough, all of these products will see cutbacks.

If your business uses any of them, prepare for high prices and shortages.

Especially when it comes to chemicals. Europe collectively makes 14% of the world's chemicals...the biggest producer of them after China. Note also: 13.3% of semiconductor-starved U.S. automaker's imported car parts come from Europe.

US Economy

Whether the economy is in a recession or not is a question of semantics now. If this isn't a recession, it feels like one. A second consecutive decline in GDP after a report showed growth contracting by 0.9% in the second quarter. Slower inventory growth severely crimped GDP, as did less consumer spending on gasoline and food, though services spending rose solidly. Housing was also weak. Exports rose and added to GDP, but with all the trouble overseas, that's unlikely to last.

The dollar is the strongest it's been in decades and will keep strengthening against most foreign currencies through the end of the year. Investors have flocked to the dollar as a source of stability amid weaker global economic conditions.

US Business

Kiplinger reports some key trends in business.

The number one problem, is difficulty in hiring. Many say that their business is very strong, but that they cannot meet all demand or take on every job, due to the lack of labor.

The second-most common problem: Continuing supply chain disruptions.

Third: Inflation. Many complaints about costs soaring on everything from materials to food, plus freight shipping and wages, of course.

On the upside, almost all readers report that business is strong now.