

Calendar of Events

**ISC-West
Convention**

March 27-29, 2012
Las Vegas, NV

AFAA Convention

May 17 - 19, 2012
Phoenix, AZ

**NIFAD
Annual Meeting**

Saturday, June 2 –
Monday, June 4, 2012
Las Vegas, NV

NFPA Convention

June 4 - 7, 2012
Las Vegas, NV



***Mark Your Calendars
and Plan to Attend!***

President's Comments...



It has now been three years since the economy tanked. I guess you could call us all “survivors”. I would rather refer to us as good business men and women.

The NIFAD group started to discuss the RMR aspects of our companies at least nine years ago and it would be safe to say the RMR portions of our companies have helped us stay afloat during these tough economic times. However, recently I have seen a lot more competition in the RMR side of our

business and it's only going to get worse. We are always looking for ways to differentiate ourselves from our competition. I look forward to hearing what all of the other NIFAD members are doing to grow and differentiate themselves from their competition at our annual meeting at the Monte Carlo in Las Vegas in June, 2012.

I wish all of the NIFAD members and their families a safe and happy holiday season.

Sincerely,

Michael Guetzke
NIFAD President

In This Issue....

| | |
|--------------------------------------|--------|
| Welcome New Member..... | page 2 |
| Member Highlight..... | page 3 |
| New App Offers Fire Safety Tips..... | page 4 |
| NIFAD Annual Meeting Schedule..... | page 5 |

NIFAD

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Welcome New Member

NIFAD welcomes a new member, American Fire Equipment Sales and Services Corporation, located in Phoenix, Arizona. The company owners are Ann and John Papuga. The firm was established in 2002 and they have 130 employees.



NFPA Conference

The National Fire Protection Association's (NFPA) Fire & Life Safety Conference will take place December 12-14, 2011 in Orlando. Earn valuable CEUs and learn directly from the code experts. You have the option to focus on the Codes & Standards track or mix and match sessions from other tracks.

- Here insights on emerging issues in fire protection
- Get first-hand knowledge on the new 2012 Edition of the NFPA 99: Health Care Facilities Code
- Get answers to your questions from 17 instructors

3 additional targeted tracks

- Building & Life Safety (15 sessions)
- Suppression (15 sessions)
- Detection & Alarm (14 sessions)

For more information and to register go to NFPA.org

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Member Highlight

Our New Facility



Fire Fighter Sales & Service Co. is located in Warrendale, Pennsylvania, approximately twenty miles north of Pittsburgh in their newly renovated, 50,000 sq. ft. facility that was occupied in July, 2010. Fire Fighter Sales & Service Co. was established in 1946 and is a provider of fire protection and life safety systems and services. Their primary sales territory is the tri-state areas of Western PA, Eastern OH, and West Virginia, with products and services provided throughout the country. The Fire Fighter Sales & Service Co. customer base is focused in the commercial and industrial areas, engaging the different sectors that make up those markets, including governmental, educational, institutional, health care, general business, and manufacturing. Fire Fighter Sales & Service Co. currently employs close to 100 team members and continues to grow and expand territories and offerings.

Fire Fighter Sales & Service co. is a family business and is currently owned and operated by Peggy and Rick Malady. Active in all daily operations, Peggy serves as President and Rick, as Vice-President. The business was acquired from Peggy's parents, Vince & Margaret Showalter, who had previously owned the company since the mid 1960's.



Training and Board Room

Fire Fighter is unique in how they have grown the business and extended their product line. When the company was established sixty-five years ago, the main focus was fire extinguisher sales and service. Since that time, Fire Fighter has expanded into the special hazard suppression and fire alarm markets. The addition of sprinkler suppression has rounded out the full line of fire protection and life safety offerings. Fire Fighter also provides in-house engineering and design, complete installation and fabrication capabilities, and continued preventive maintenance and emergency services support.

In 2003, Fire Fighter purchased a small IT company, All Lines Technology (ALT), and diversified into the information technology market. ALT was actually providing Fire Fighter with their IT equipment and service needs when a purchase opportunity presented itself. The integration of both companies has been interesting, with a business model that is quite different for go-to market strategies. There were some similarities from a customer base standpoint where data and computer centers required both IT and clean agent/early warning life safety systems to protect their highly valued assets. All Lines Technology supports HP Enterprise products and received the HP TS Services Award in 2010 for total service sales in the North



Welcome to
791 Commonwealth Drive
Warrendale, PA 15086

and South Americas. ALT has also received the prestigious IT Vendor of the Year Award from Heinz North America in 2009 and 2011.

Fire Fighter Sales & Service Co. attributes their success and growth to the ‘family’ of individuals in their employ. Their team members are highly motivated, with a core belief in providing unparalleled customer service. The development and maintenance of strong client relationships has allowed Fire Fighter to provide sales and service to over 14,000 customers annually.

Fire Fighter plays an active role within the fire protection industry and associated organizations. Employees are on the board of the NFPA 72 Committee, and have been alternates for NFPA 2001. They have also served in different capacities on the Boards of the National Association of Fire Equipment Distributors (NAFED), the Pennsylvania Association of Fire Equipment Distributors (PAFED), and NIFAD. Environmentally con-

scious, Fire Fighter also advocates as a good corporate citizen in support of many community organizations. Making an impact in their own community, a recent fund raiser culminated in a check to the Greater Area Pittsburgh Community Food Bank for \$3,000.00.

Future plans will focus on developing additional low voltage offerings such as IP Video and Security, Access Control, Rescue Assistance, Building Automation and Controls, and eventually Home Security Systems. Another focus is the development and growth of their Central Monitoring operations.

Feel free to visit their websites at www.firefighter.us.com and www.all-lines-tech.com. For any inquiries, please contact Chuck Muchoney, General Manger, at 724-720-6002.

New App Offers Campus Fire Safety Tips For College Students and Parents

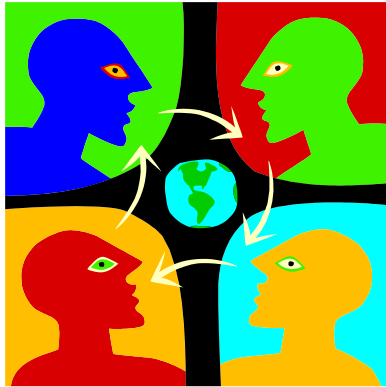
With the overwhelming amount of back-to-school preparations that college-bound students have to attend to, fire-safety is a topic that can be easily overlooked.

But Barret Cohen too well the grave consequence that can have for college students and their families. In 2000, Cohen lost his 21-year-old brother, A.J., to a house fire at the University of Dayton.

Since his brother’s death, Barret, 36, has created a concept for a fire-safety mobile app tailored to college students and their parents. The A.J. Cohen Campus Fire Safety Prevention App was release in June and is available free of charge on iPhone, Android, Windows, and Blackberry.

The app features safety tips for students in case of a dorm or house fire, and a “Parent Qs” section offers questions parents should ask their child’s university about campus fire safety.

The app also includes a personal “About A.J.” section, informational videos, and a refreshable newsfeed with current campus fire news.



NIFAD

Annual Conference

June 2-4, 2012

Las Vegas, NV

- ❖ *Speakers/Seminars*
- ❖ *Town Hall Meeting*
- ❖ *Professional Networking*
- ❖ *Product Presentation*

Mark you calendar and plan to attend

NIFAD Annual Meeting Schedule

Please note that the NIFAD 2012 conference to be held in Las Vegas will have a different format. We will begin the meeting with a welcome reception on Saturday evening and hold the conference on Sunday and Monday, concluding at 3:00 p.m. Monday. The NFPA Expo opens Monday, June 4th at 3:00 p.m.

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NIFAD Website

Check the website for current news and information on events for our organization. Newsletters, conference brochures and conference registration forms can also be found on the website.

www.NIFAD.com