



# **National Independent Fire Alarm Distributors Association**

Fall 2015

## **Calendar of Events**

### **NIFAD**

#### **Annual Meeting**

June 11-13, 2016

Monte Carlo Hotel  
Las Vegas, NV

#### **NFPA Convention**

June 13-16, 2016

Mandalay Bay  
Conference and  
Convention Center  
Las Vegas, NV

#### **ISC West**

April 6-8, 2016

Las Vegas, NV

#### **AFFA National Codes Conference**

April 4-6, 2016

St. Petersburg, FL  
(tentative)

## **From the President's Desk**



Silent Night, Holy Night  
All is calm, All is bright  
Round yon Virgin, Mother and Child  
Holy Infant so tender and mild  
Sleep in heavenly peace  
Sleep in heavenly peace

Quite probably one of the most popular and recognizable Christmas songs of all times.

As I listen to this song I am reminded of my childhood when there were no problems in the world – at least not for this country boy. Oh, the problems were still there but we didn't instantly know about them like we do now. The Viet Nam war was being fought on another continent and our brave young men were going to fight in it but we had peace in our corner of the world. There was no live broadcast from overseas so we had to depend on teletype reports or recorded broadcast sent back to the US. At that time many people were still depending on the newspaper to get their news.

Fast forward 50 -60 years and I am amazed at how far technology has come so fast. We no longer have to wait and wonder about what happened on capitol hill last week. We know instantly, in vivid detail, what is happening a world away. Facebook, Twitter, LinkedIn...all instantly streaming the latest happening – good or bad, true or false. In stark contrast to the way information was delivered years ago, we truly now live in a real time world!!

During this holiday season I want to remind everybody to step out of the instant, look around you at the things that truly matter – our faith, our family, our friends and our loved ones. Take time to appreciate the freedoms that we are able to share. Be truly thankful.

From my family to yours I want to wish each of you a very Merry Christmas and a Happy and Prosperous New Year and always remember the true reason for the season.

Mike Nelson, NIFAD President

## Change Ahead for Midwest Alarm Services

Midwest Alarm Services is a company in the midst of several key changes.

Midwest is a charter member of NIFAD, which began in the late 1970's with 8 companies originally. Midwest has been a "parts and smarts" equipment sales company since it was acquired by Per Mar Security Services in 1998. Midwest continues to be in this market in a very large way.

Midwest has added a very aggressive sales effort for what we call the "aftermarket services". At the heart of Per Mar Security is a large central station. Obviously, for fire alarm equipment sales in the construction market we also are aggressive in chasing this aftermarket including the monitoring, the service contracts, fire inspections for the fire alarm system, sprinkler system inspections, fire extinguisher inspections and hood system inspections.



Dustin Smyth, the company President since 1998 will be stepping down as President on December 31<sup>st</sup>, 2015 and will be retiring this coming April after 17 years serving in the role of President of Midwest Alarm Services. He joined Midwest Alarm Services in 1998 after Per Mar Security purchased the company. Under his leadership, three other remote offices in Iowa and Wisconsin were opened.

Midwest Alarm Services has been in business over 65 years selling and servicing fire alarm, CCTV, card access and nurse call systems. Midwest Alarm Services has offices in Des Moines, Cedar Rapids, and Davenport, Iowa as well as Madison, Wisconsin.

Doug Richard will be succeeding Dustin Smyth as the new President, beginning January 1<sup>st</sup>, 2016. Doug has worked for Midwest Alarm Services since 2003, beginning in sales then taking over all aspects of the service operation for the Des Moines, Cedar Rapids, and Davenport branches in Iowa. Under Doug's leadership Midwest Alarm Services will continue to grow and be a major player in the markets we serve.

### Receive Benefits of 2016 Dues

Please remember to send in your NIFAD dues if you have not done so yet. Members receive a listing on the NIFAD website as well as a quarterly newsletter and an Annual Conference where you can participate in the town hall meeting, receive product updates and network with your peers.



## **UPDATE** from Vic Humm

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The 2016 edition of NFPA 72 has been publicly released and can be viewed on the NFPA website by establishing a profile and password. This procedure will also allow the reader to view past editions also.

There are two topics that still generate concern. The first is the new Class "N" pathway designation. This writer, Denise Pappas and Gordon Bailey of Valcom did a presentation in Baltimore on this issue to the American College and University Technology Assoc. (IT Staff).

One of the main issues is that the ether net cable is not US sourced for a fire rating. There is a UK sourced product called Draka available. It is listed to EN-54 but the manufacturer does not have listing laboratory follow-up service since it is not required.

Testing records that were forwarded this writer confirmed that the product transmitted data at this exposure temperature for 120 minutes, with a specified hose stream. The percent for passing uncorrupted data is also a requirement. The current typical sales value is \$3/lineal foot. The alternate is to build a running 2 hour enclosure. EN-54 does not require 3<sup>rd</sup> party follow-up. While the fire alarm manufacturers do not have listed imitating devices there are the application of IP speakers primarily in the Mass Notification area.

The second area is the current listing of strobes. With the issuance of the 2016 edition of NFPA 72, the new requirement of a maximum flash duration of 20 MS with the previous maximum 200 MS. There is an exception in Chapter 18 of NFPA 72 2016, that in corridors and large meeting or ballrooms where multiple units are required and synchronization is also required, that the maximum flash duration of 100 MS is permitted.

This writer is the chair of an UL STP 1971 Task Group addressing this issue. UL has provided R&D staff support to review this subject and is also reviewing potential financial resources for this project as well as industry contribution. UL will allow subscribers to list a product with a flash duration of 100 MS. Then let the public use that unless the local AHJ will require visual appliances of 20 MS maximum flash duration are used in sleeping rooms or areas requiring a single strobe spacing.

In the recently released edition of NFPA 72, there is an exception for allow the maximum of 100 ms for corridors and large areas where synchronization is requirement do to visual issues. This then brings the issue of synchronization the two flash duration strobes on the same circuit. This is important in your bidding of projects. If your local code does not use the 2016 edition, which is the current NFPA 72 published edition, then the bidder can use strobes with a maximum flash duration of 200 MS for the application notification appliances.

Finally the BICSI organization is in the final stages of updating their publication for the installation of Ethernet cable applications and fiber optic pathways. The forthcoming issue is to encourage manufacturers to submit and list Ethernet cabling for the applications of life safety with a fire rating.

# 2016 NIFAD Annual Meeting

## June 11-13

### Monte Carlo Resort and Casino, Las Vegas



Make your reservations now for the  
2016 NIFAD conference.

NIFAD has sleeping rooms blocked June 11-15, 2016.

Our room rate is \$115 for Saturday, June 11 and \$55 for the remaining nights.

A daily resort fee of \$25 will be charged in addition to room rates.

*This fee includes: Wi-Fi in guest room and in all public areas on 1st and 2nd floors of hotel, including meeting space; fitness center access from 6am-7pm (excluding wet area); unlimited local and 800-number calls; daily newspaper pickup on guest room levels; boarding pass printing at the Kiosk in hotel lobby and limited copying & faxing at the Business Center.*

The number to call for  
reservations is 1-800-311-8999

To receive the group rate callers must identify their affiliation with NIFAD.  
NIFAD conference registration/agenda will be mailed out in early April.

## 'Tis the Season

By Jesse Roman

While the holidays are usually the most joyous time of the year, special precautions need to be taken to stay safe, especially when it comes to Christmas trees. For a reminder of why, look no further than the tragedy in Annapolis Maryland, last January.

Just weeks after celebrating Christmas at their \$6 million home, four young children and their grandparents were killed when a faulty electrical outlet sparked and ignited a 15-foot high tree. The tree, which had been cut 65 days earlier, was dry, propelling the fire's rapid growth in the vicinity of the tree and subsequently throughout the 16,000-square-foot unsprinklered home, fire investigators found.

On average, Christmas trees ignite 210 home fires each year, according to an NFPA study that looked at data from 2009 to 2013. Those fires caused a yearly average of seven civilian deaths, 19 injuries, and \$17.5 million in property damage, the study found. Christmas tree fires are also more deadly. On average, one of every 31 reported home Christmas tree fires resulted in a death, compared to an average of one death per 144 total reported home fires, the study found.

