



NFSA Annual Seminar & Exhibition The Hilton Baltimore Baltimore, Maryland April 7-9, 2011

REGISTRATION MATERIALS

COMMEMORATE
COLLABORATE
CHALLENGE





ROBIN HILL CORPORATE PARK • 40 JON BARRETT ROAD • PATTERSON, NEW YORK • 12563
EMAIL: INFO@NFSA.ORG • WEBSITE: HTTP://WWW.NFSA.ORG



Dear NFSA Members:

As NFSA President there is really no greater pleasure for me each year than announcing Annual Seminar plans, especially during an exhibition year, when we expect to see the largest turnout of members. This year, your staff, working closely along with the Seminar and Exhibition Planning Committee, has taken a tremendous amount of pride in assembling conference programming and an exhibition to meet the industry's highest possible expectations. From opening ceremonies to awards banquet, every detail has been planned with the interests of our members in mind.

There's absolutely no doubt that the current recession in the economic cycle is one of the worst on record. For the fire sprinkler industry there is, however, light at the end of the tunnel. Inspection, Testing and Maintenance work can be a salvation, especially during a downturn in the economy. Come hear from industry experts on what's happening locally with NFPA 25 adoption and enforcement, how to grow your ITM business, and what NFSA has on the drawing board to advance the cause. Recent fires, having brought the use of antifreeze in fire sprinkler systems to question, have led to major research projects on the subject. As such, contractors should not miss Ken Isman's workshop on the results of those projects. These and other timely topics will be addressed in both workshop and plenary session presentations throughout the conference.

As first introduced in Las Vegas in 2007, where it was a rousing success, NFSA will once again be hosting the Top Tech Competition, a game show format challenge pitting teams from all over North America to determine who the best fire sprinkler design technicians are in the land. Team Northeast are defending champions, but who knows, maybe a Cinderella will rise from the ranks. This is an exciting event that always draws large attendance to the exhibition hall where it takes center stage. Be sure to be there as the 2011 champions are crowned.

On the sports side of competition, for those who like to test their skills on the links, we have also scheduled a golf tournament at Waverly Woods, a high challenge course just a short bus ride outside the city.

With significantly reduced registration compared to previous exhibition year annual seminars, and a special "Contractor Management Team" fee, attendance at this year's Annual Seminar & Exhibition will not only be informative, but easy on the bottom line.

As always, I look forward to seeing you all in Baltimore.

Sincerely,

John A. Viniello, President

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BERNIE ARENDS

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LINDA DALY
THERESA SCALONE

NFSA ANNUAL SEMINAR & EXHIBITION



2011 Annual Seminar Workshop Topics

What's New in Seismic Protection

VICTORIA VALENTINE, P.E.

With more areas enforcing earthquake requirements and changes in the recent editions of NFPA 13, it is important to review the new rules for seismic protection. Specifically, the materials permitted for bracing a sprinkler system along with brace spacing will be discussed. In addition, requirements from ASCE/SEI 7-10 that could affect a fire sprinkler system will be noted.

Water Mist – a panel discussion

KARL WIEGAND, E.I.T., Moderator

A panel of water mist system manufacturer representatives will discuss the special features of their respective systems, test protocols that allow their application, and will entertain questions from workshop attendees.

Key Proposed Changes to NFPA 13

JAMES LAKE

NFPA 13 is once again in a revision cycle for its next edition. Hundreds of proposals have been submitted and acted upon by the Technical Committees on Automatic Sprinklers at their meetings in February. Soon the Report on Proposals will be published. This presentation will highlight the key proposed changes to NFPA 13, 13D and 13R as well as the NFSA positions taken.

New Approaches for ITM

TIM BOWE, P.E., BERNIE ARENDS, DAVE BOWMAN, Ph.D.

Learn from a panel of experts about new ways in which to improve the application and enforcement of NFPA 25.

Designer Training at the Academy of Fire Sprinkler Technology

CECIL BILBO

The Fire Sprinkler Academy at Parkland College is nearing the end of the second year of instruction for the world's first degree in fire sprinkler system design. As the first students are preparing to graduate, attendees to this workshop will have the opportunity to understand what they have learned, how they learned it, and how effective they will be as fire sprinkler designers as they prepare to enter the workforce. Enrollment procedures, curriculum development, and an alternative to the NICET testing program for inspectors will also be discussed.

FM Global Standards Update

JACK THACKER and WES BAKER

Wes Baker of FM Global and NFSA Board Member Jack Thacker from Allan Automatic Sprinkler of Southern California discuss the impact of some of the major new approaches and concepts found in the new FM Global Data Sheets related to automatic sprinkler protection.

Issues with Antifreeze in Residential Systems

KENNETH ISMAN, P.E.

Antifreeze systems have been specifically permitted by NFPA standards since the 1940 edition. But new experience in residential occupancies in recent years has caused the fire protection community to re-evaluate the concept of using an antifreeze system to protect a building. This presentation will discuss the recent events, the two major research programs that were conducted on the subject, the Alert Bulletins issued by the NFPA, and the TIAs issued by the NFPA Standards Council.

NFPA 20 Updates

KENNETH ISMAN, P.E.

The 2010 edition of NFPA 20 contained a number of interesting changes including: the insertion of a whole new chapter on fire pumps being used in high-rise buildings, a rewrite of the jockey pump rules, and a rewrite of the diesel storage rules for diesel driven pumps. This presentation will cover all of the significant changes to the 2010 edition as well as a sneak peak at what is being proposed for the 2013 edition of the standard.

Growing and Protecting your System Inspection Business

TERRY VICTOR and TOP MYERS

Since the adoption of the first edition of NFPA 25 - Standard for the Inspection, Testing and Maintenance of Water-based Fire Protection Systems back in 1992, many fire sprinkler contractors have been missing opportunities to grow their inspection business due to their lack of knowledge of the requirements and frequencies in the standard. And while quality performance and outstanding customer service skills will win and retain business, should something bad happen, the only deliverables that will matter are written contracts, inspection reports and repair documents. As such, it pays dividends to make sure they are right.

High Risk Clauses in Construction Contracts

MICHAEL FRIEDMAN, P.E.

At this time in the economic cycle, with business opportunities limited, it is worth looking at some of the clauses in contracts and agreements of which companies must be aware. The "sign or we'll get someone else" attitude comes up often when times are tight. This seminar will focus on the high-risk terms and conditions and effective methods that contractors can employ to combat this pervasive attitude. The workshop will be a combination of lecture and discussion, and participants should be prepared to discuss what has been their experience. Other topics reviewed will include indemnification and hold harmless, notification, liens, conflict resolution, and termination/right to cure. If there is time and interest, payment and close-out will also be discussed.

NFSA ANNUAL SEMINAR & EXHIBITION SCHEDULE OF EVENTS

Tuesday, April 5

1:00 p.m. – 5:00 p.m.

Engineering & Standards Committee
– Observers welcome by request
Contact Nicole at ext. 149

Wednesday, April 6

8:00 a.m. – 12:00 noon

NFSA ½-day in-class Training Seminar – Sprinklers for Dwellings NFPA 13D (separate registration required)

8:00 a.m. – 5:00 p.m.

Engineering & Standards Committee
– Observers welcome by request
Contact Nicole at ext. 149

1:00 p.m. – 5:00 p.m.

Registration Desk Open

1:00 p.m. – 5:00 p.m.

NFSA ½-day in-class Training Seminar – Water-based Fire Protection for Storage of Flammable and Combustible Liquids (separate registration required)

1:00 p.m.

Golf Tournament, Waverly Woods
– Busses depart hotel at 11:00 a.m.

Evening open

Thursday, April 7

8:00 a.m. – 12:00 noon

Engineering & Standards Committee
– Observers welcome by request
Contact Nicole at ext. 149

8:00 a.m. – 4:00 p.m.

Registration Desk Open

8:00 a.m. – 12:00 noon

NFSA ½ day in-class Training Seminar – The Top 20 Questions on Inspection, Testing & Maintenance and NFPA 25 (separate registration required)

1:00 p.m. – 3:00 p.m.

Contractors Forum

3:00 p.m. – 5:30 p.m.

Opening General Session

- Chairman's opening remarks
- Mayor of Baltimore invited – Baltimore experience with residential sprinklers
- William Barnard invited – Maryland State Fire Marshal
- Rest Assured presentation – Jim Boulanger – Pacific Northwest Area Director
- Hall of Fame Inductions – Kevin Ortyl – Awards Committee Chairman
- Golden Sprinkler Award – Honoree, James Dalton
- State of the Industry Address – John Viniello, NFSA President
- State of the Technology – Russell Fleming, NFSA Executive Vice President
- Technical Service Award – Honorees, Dick Oliver and Jay Livingston
- Fire Sprinkler Incentive Act, tax bill, jobs bill – Senator Tom Carper(D) Delaware invited

6:00 p.m. – 9:00 p.m.

Ribbon Cutting Ceremony and Welcome Reception
Exhibition open to all conference registrants
First Rounds of Top Tech Competition

Friday, April 8

7:00 a.m. – 4:00 p.m.

Registration Desk Open

7:30 a.m.

Continental Breakfast

8:00 a.m. – 12:15 p.m.

Design Advantage Seminar

8:00 a.m. – 12:00 p.m.

FPE Presentation

8:00 a.m. – 9:15 a.m.

Workshop Session A



BALTIMORE, MD April 7-9, 2011

BALTIMORE INNER HARBOR:

Baltimore's Inner Harbor is one of the most photographed and visited areas of the city. It has been one of the major seaports in the United States since the 1700s and started blossoming into the cultural center of Baltimore in the 1970s.

The harbor is within walking distance of Oriole Park at Camden Yards and M&T Bank Stadium and has a water taxi that connects the Inner Harbor to Fells Point, Canton, and Fort McHenry.

9:15 a.m. – 9:30 a.m.

Break

9:30 a.m. – 10:45 a.m.

Workshop Session B

10:45 a.m. – 11:00 a.m.

Break

11:00 a.m. – 12:15 p.m.

Workshop Session C

11:00 a.m. – 4:00 p.m.

Exhibition open to public
Final Rounds of Top Tech Competition

6:00 p.m. – 7:30 p.m.

Tailgate party in Warehouse at Camden Yards

7:00 p.m. – game time

Orioles vs. Rangers

Saturday, April 9

7:30 a.m. – 10:00 a.m.

Registration Desk Open

8:00 a.m. – 12:00 noon

Closing Plenary Session

- Chairman of the Day remarks
- Economic Outlook – Greg Coggiano – Managing Director, CB Partners LLC
- Leadership in Public Safety Award – TBA
- What's Happening in the Field: IRC Adoption – Buddy Dewar, NFSA Vice-President Regional Operations
- NFPA 25 Enforcement: The Big Picture – Bernie Arends, NFSA Inspection and Testing Specialist
- Common Voices Coalition Update – Vickie Pritchett, NFSA Associate Director of Public Fire Protection

Afternoon open

7:00 p.m. – 10:00 p.m.

Closing Banquet and Awards Ceremony

REGISTRATION FORM

PLEASE CHECK ONE:

Exhibitor Contractor Supplier Device Manufacturer Architect/Engineer Building/Fire Official

PRINT OR TYPE – THIS FORM MAY BE PHOTOCOPIED FOR ADDITIONAL REGISTRANTS

CHECK ONE:

- Full Conference Registrant** (can attend all functions)
 Exhibition Registrant* (One free full registration and one exhibits only per booth – members only)
 Exhibits Only** (Access to Exhibit Hall only)

FIRST NAME FOR BADGES:

Registrant _____
 Spouse/Guest _____
 Children _____ (Age) _____
 _____ (Age) _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Telephone _____ Fax _____ Email _____
 Booth Number(s) _____ Name for Exhibits-Only Badge** _____

*The member exhibitor using the free full registration(s) (one per booth space) should complete this form in full and also list each exhibits only person(s). ONE PER BOOTH SPACE.

**Non-member exhibitors will be allowed one exhibits-only badge that comes with the purchase of each booth space. NO EXCEPTIONS PLEASE.

SEMINAR REGISTRATION FEES:

CIRCLE APPROPRIATE AMOUNTS:

NFSA Members:

Registrant	\$395	\$595	After March 1
Additional	\$350	\$500	After March 1
Spouses	\$195	\$195	After March 1

Non-Members: (No Early-Bird Eligibility)

Please contact NFSA at 845-878-4200, Membership Department for membership information

Registrant	\$695
Additional	\$650
Spouses	\$250

Subtotal: _____

Total Seminar Registration Fee: _____

Transfer Total to summary page 14:

A

Refund Policy:

100%	before February 17th
75%	between February 17th - February 24th
30%	between February 25th - March 4th
0%	after March 4th

STOP!

In order for Saturday's Closing Banquet to be a success, it is imperative that the Hilton have an accurate count for food. To this end, please indicate here how many people will be in your party. Be reminded this event is for full seminar registrants only. Thank you.

Return all forms
by FAX to:
1-845-878-4215

Contractor Management Teams

Two-Day Special – \$195.00*

Designed to enable companies to include more second and third tier management to participate. Registration includes Thursday, Friday, Saturday morning program only.

No Saturday banquet. Please see Page 12 for dedicated registration form.

*Requires at least one registration at full fee and one additional fee registration from same company before \$195 rate applies (Contractors only). Reduced fee registration includes opening general session, welcome reception, 2-day exhibition, targeted workshop sessions and closing general session.



BALTIMORE, MD
April 7-9, 2011

Waverly Woods Golf Course
– Scramble

Wednesday, April 6, 2011
Shotgun start – 1:00 p.m.
(Full registrants only)

Golf Registration: **\$200**
Fee includes NFSA-logo golf shirt, box lunch and beverage carts on the course.

Name: _____

Circle shirt size: Large or Extra Large

Club rental: Left Right

Name: _____

Circle shirt size: Large or Extra Large

Club rental: Left Right

Name: _____

Circle shirt size: Large or Extra Large

Club rental: Left Right

Name: _____

Circle shirt size: Large or Extra Large

Club rental: Left Right

Total Golf Fee:

Transfer Total to summary sheet
page 14

B

FORT
McHENRY:

A famous point of interest best known for its role in the Battle of Baltimore, Fort McHenry, successfully staved off a British invasion inspiring Francis Scott Key, a lawyer and amateur poet, to compose the Star Spangled Banner, originally entitled Defense of Fort McHenry.

► **NFSA IN-CLASS SEMINARS**

WEDNESDAY, APRIL 6, 2011
8:00 A.M. – 12:00 P.M.

Sprinkler for Dwellings NFPA 13D

This half-day seminar provides an overview of the basic requirements used in designing, installing and accepting testing of fire sprinkler systems in one- and two-family dwellings and manufactured housing in accordance with NFPA 13D. The seminar addresses the basic design concepts of residential systems using both the Hazen-Williams and prescriptive methods based upon the International Residential and Plumbing Codes. The new requirements for sprinkler obstructions will also be addressed as well as water supply requirements. Attendees will receive a plan review check sheet and a copy of a recommended acceptance test sheet.

Registration fee: \$99*



IN-CLASS REGISTRATION:

Sprinklers for Dwellings NFPA 13D

The Hilton Baltimore, Baltimore, Maryland

WEDNESDAY, April 6, 2011

Registrant _____

Company _____

Address _____

City _____

State _____ Zip _____

Tel: _____

Fax: _____

Email: _____

Total amount (transfer total to summary sheet on p.14)



Return with payment to:

NFSA, 40 Jon Barrett Road, Patterson, NY 12563

WEDNESDAY, APRIL 6, 2011
1:00 P.M. – 5:00 P.M.

Water-Based Fire Protection of Flammable and Combustible Liquids

This half-day seminar will familiarize attendees with use of NFPA 30 & 13 to determine the basic requirements for water-based fire protection of flammable and combustible liquids stored in containers, portable tanks and IBC units. The course is specifically designed to address the protection requirements for Flammable/ Combustible Liquids in dedicated bulk storage facilities and general purpose warehouses. A number of critical definitions will be covered concerning the handling and storage of flammable and combustible liquids. The contractor and AHJ will learn how to do a basic analysis of the flammable and combustible storage materials in order to develop and ensure proper protection.

Registration fee: \$99*



IN-CLASS REGISTRATION:

Water-Based Fire Protection of Flammable and Combustible Liquids

The Hilton Baltimore, Baltimore, Maryland

WEDNESDAY, April 6, 2011

Registrant _____

Company _____

Address _____

City _____

State _____ Zip _____

Tel: _____

Fax: _____

Email: _____

Total amount (transfer total to summary sheet on p.14)



Return with payment to:

NFSA, 40 Jon Barrett Road, Patterson, NY 12563

IN-CLASS REGISTRATION:

The Top Questions on Inspection Testing & Maintenance and NFPA 25

The Hilton Baltimore, Baltimore, Maryland

THURSDAY, April 7, 2011

Registrant _____

Company _____

Address _____

City _____

State _____ Zip _____

Tel: _____

Fax: _____

Email: _____

Total amount (transfer total to summary sheet on p.14)



Return with payment to:

NFSA, 40 Jon Barrett Road, Patterson, NY 12563

THURSDAY, April 7, 2011

8:00 A.M. – 12:00 P.M.

The Top Questions on Inspection Testing & Maintenance and NFPA 25

Each year NFSA Expert of the Day Service (EOD) receives hundreds of phone calls and e-mails relating to the requirements of NFPA 25 Standard for the Inspection, Testing and Maintenance of Water-Based Fire Protection Systems. Subjects ranging from owner responsibilities, record keeping, inspector responsibilities and obstruction investigation top the list of questions asked. This ½-day interactive workshop covers various topics in NFPA 25 in a format driven by the Top 20 questions and the participants' specific interests from the perspective of the 2008 and the new 2011 editions as well as a look at common problems found in system inspections.

Registration fee: \$99*



FPE Program

The Hilton Baltimore, Baltimore, Maryland

FRIDAY April 8, 2011

Registrant _____

Company _____

Address _____

City _____

State _____ Zip _____

Tel: _____

Fax: _____

Email: _____

Total amount (transfer total to summary sheet on p.14)



Return with payment to:

NFSA, 40 Jon Barrett Road, Patterson, NY 12563

FRIDAY, April 8, 2011

8:00 A.M. – 12:00 P.M.

FPE Program

Developed especially for practicing fire protection engineers, this special registration option opens with a keynote address from Dr. James Milke of the University of Maryland's fire protection engineering program, discussing the latest information on the interaction of sprinklers and vents. Registrants are then able to take in two of the many technical workshop offerings available to regular seminar registrants, and are provided with lunch in the exhibition area.

Registration fee: \$35

includes lunch and complimentary pass to exhibition

Hilton Baltimore
401 West Pratt Street
Baltimore, Maryland 21201

RESERVATIONS:

Online — www.nfsa.org
Phone — 1.800.Hiltons or 443.573.8700

GROUP REFERENCE:

Spring 2011 NFSA Annual Seminar

RESERVATION CUT-OFF DATE:

March 4, 2011

To guarantee a reservation a minimum of one (1) night's room deposit by check or valid major credit card must be paid at the time of reservation. After the reservation cut-off date, reservation requests will be taken on a space available basis only.

CHECK-IN TIME:

3:00 p.m.; check-out time is 12:00 noon.
Cancellations must be made 72 hours in advance of arrival date. A \$50.00 fee will be assessed for early departure.

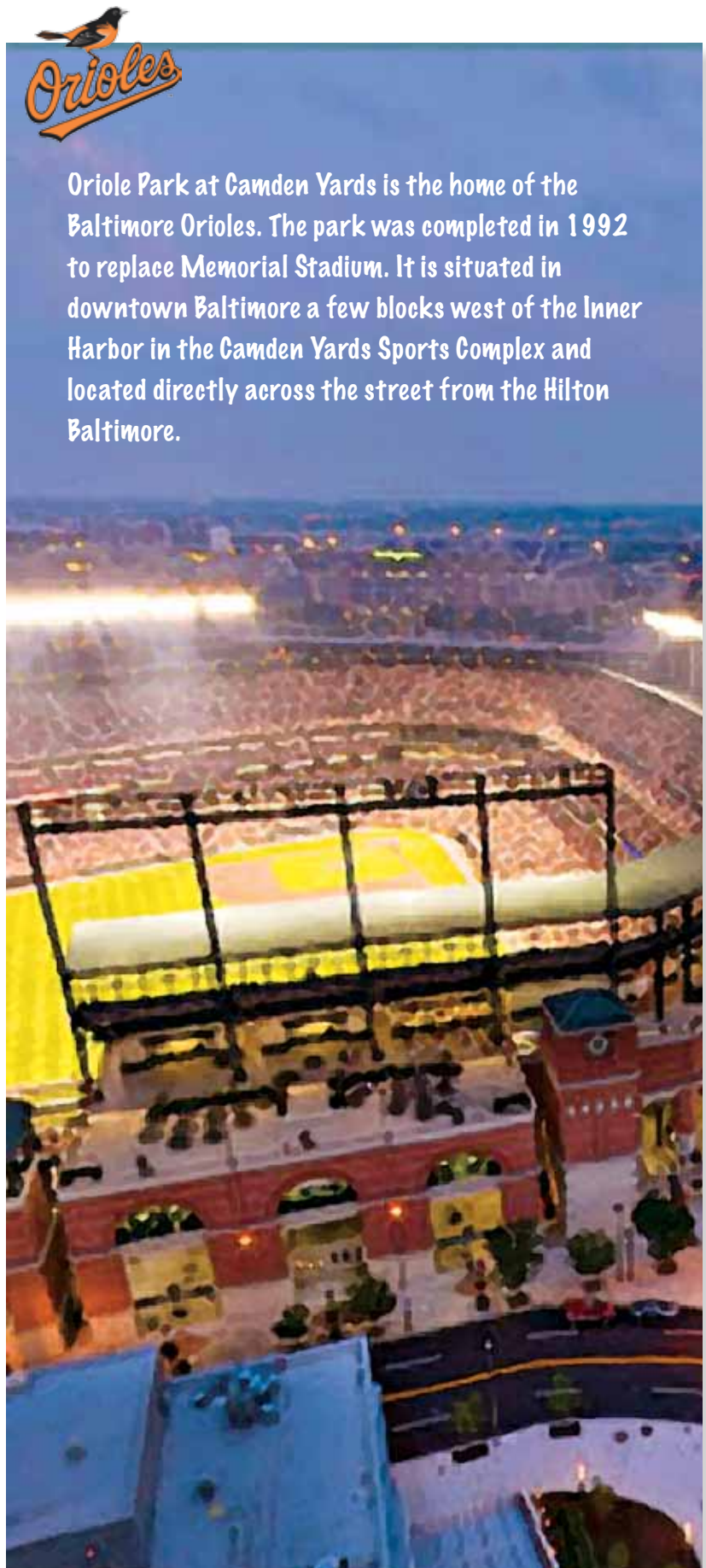
ROOM RATE:

Single/Double: **\$219.00** +15.5% state and county tax
\$20.00 for additional person

PAYMENT INFORMATION:

The following credit cards are accepted by the Hilton Baltimore:

American Express, Visa, MasterCard and Diners Club



Oriole Park at Camden Yards is the home of the Baltimore Orioles. The park was completed in 1992 to replace Memorial Stadium. It is situated in downtown Baltimore a few blocks west of the Inner Harbor in the Camden Yards Sports Complex and located directly across the street from the Hilton Baltimore.

▶ SEMINAR & EXHIBITION INFORMATION AND CHECKLIST

REGISTRATION DESK HOURS:

- Wednesday, April 6, 2011 . . . 1:00 p.m. – 5:00 p.m.
Thursday, April 7, 2011 8:00 a.m. – 4:00 p.m.
Friday, April 8, 2011 7:00 a.m. – 4:00 p.m.
Saturday, April 9, 2011 7:30 a.m. – 10:00 a.m.

EXHIBITION INFORMATION:

This year's exhibition will be held in the ballroom at the Hilton Baltimore. Expectations for a good turnout are very high this year following the last two exhibition year conferences in Las Vegas in 2007 and Orlando in 2009. As such, NFSA is looking forward to hosting one of the finest trade shows in the fire sprinkler industry.

To promote a large turnout at the exhibition, NFSA is:

- Providing complimentary passes to the exhibition on Friday, April 8
- Partnering with the Pen/Jer/Del and New Jersey Chapters
- Offering significantly reduced "member" registration fees when compared to the last two exhibition year annual seminars
- Targeted workshop track for SFPE members
- Hosting a cocktail reception with food stations right inside the exhibition hall during grand opening
- Conducting the Top Tech Competition inside the exhibition hall
- Providing complimentary lunch inside the exhibition hall
- In addition to an extensive database of fire sprinkler contractors, sending invitations to the fire service, building officials, professional societies and universities

Anyone who has ever attended an NFSA Annual Seminar & Exhibition knows it to be a world-class affair – the elite of all fire sprinkler industry trade shows.

For more information about how to reserve booth space, contact NFSA show manager Harve Horowitz at Exhibit Promotions Plus at 410.997.0763 or email NFSA@epponline.com.

The next NFSA exhibition will be held in conjunction with its Annual Seminar in 2013 at Caesar's Palace, right in the heart of Las Vegas' famed "Strip." Reservations for booth space for that show will be available at this year's show in Baltimore. Plan ahead as space for the last show in Las Vegas in 2007 sold out early and some vendors were unable to get in.

SEMINAR CHECK LIST:

- Send in your registration form as soon as possible. There will be a late penalty for registrations received after March 1.
- Those paying by credit card may fax their registrations to NFSA at 845.878.4215.
- Make hotel reservations at www.nfsa.org by following the "Hilton Reservations" link or calling 1.800.Hiltons. Hotel reservations must be made Friday, March 4, 2011.
- Check email for weekly bulletins from NFSA, updating airfares from major U.S. cities to Baltimore.
- Make airline reservations early for best fares.
- For additional information contact Michael Repko at mrepko@nfsa.org or call 845.878.4200 ext.120.
- The NFSA 2012 Annual Seminar will be held at the Hilton Los Cabos in Los Cabos, Mexico and will be a non-exhibition annual seminar.



BALTIMORE, MD
April 7-9, 2011

THE NATIONAL AQUARIUM:

The National Aquarium in Baltimore houses sharks, dolphins, rays and tropical fish among the more than 16,000 creatures in naturalistic exhibits. It includes a walk-through rain forest, an exciting live-action dolphin show and a new Australian exhibit.

FIRE SPRINKLER CONTRACTOR MANAGEMENT TEAM DISCOUNT REGISTRATION FORM

FIRST NAME FOR BADGES:

REGISTRANT #1 _____

REGISTRANT #2 _____

REGISTRANT #3 _____

COMPANY _____ ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____

EMAIL _____

WORKSHOP TOPICS:

What's New in Seismic Protection

- Victoria Valentine

Water Mist – a panel discussion

- Karl Wiegand, moderator

Key Proposed Changes to NFPA 13

- James Lake

New Approaches for ITM

- Tim Bowe, Bernie Arends, Dave Bowman

Designer Training at the Academy of Fire Sprinkler Technology

- Cecil Bilbo

FM Global Standards Update

- Jack Thacker and Wes Baker

Issues with Antifreeze in Residential Systems

- Kenneth Isman

NFPA 20 Updates

- Kenneth Isman

Growing and Protecting your System Inspection Business

- Terry Victor and Top Myers

High Risk Clauses in Construction Contracts

- Michael Friedman

Drastically reduced conference registration fee of \$195* per person

Enclosed is our check (add \$50 for foreign checks) or money order, in the amount of the Grand Total for NFSA Annual Seminar made payable to National Fire Sprinkler Association, or

\$195 x _____ = \$_____ [Spouse fee: \$100]

Charge my:

VISA MasterCard AMEX



(transfer total to summary sheet on p.14)

Account: _____

Expiration Date: _____

Address: _____

Signature: _____

Please return the registration form with payment to:

NFSA Annual Seminar & Exhibition
40 Jon Barrett Road
Patterson, NY 12563

Credit Card orders fax to:
(845) 878-4215

Questions:
Mike Repko (845) 878-4200, ext. 120

*Requires at least one registration at full fee and one additional fee registration from same company before \$195 rate applies (Contractors only). Reduced fee registration includes opening general session, welcome reception, 2-day exhibition, targeted workshop sessions and closing general session.

WHO'S GOT THE QUICKEST TRIGGER FINGER IN THE LAND?

[and the most sprinkler knowledge.]

Compete in
NFSA's Top Tech
Competition in
Baltimore for
your chance to
be named Best
Sprinkler Design
Technician in
the land!



Top Tech Final Rounds
take place on Friday,
April 8, 2011 from 12 - 4pm



2011 NFSA Annual Seminar & Exhibition

The Hilton Baltimore, Baltimore, Maryland

This form has been included with the Seminar Registration packet to help us process your registration quickly and accurately. Please make a copy of it for your records and mail it, along with your NFSA registration forms to: NFSA Annual Seminar, 40 Jon Barrett Road, Patterson, NY 12563. Credit card orders may be faxed to (845) 878-4215.

NFSA REGISTRATIONS	INDIVIDUAL FORM TOTALS
SEMINAR REGISTRATION FEES	A
GOLF (Scramble)	B
IN-CLASS TRAINING SEMINAR-1	C
IN-CLASS TRAINING SEMINAR-2	D
IN-CLASS TRAINING SEMINAR-3	E
FPE PROGRAM	F
CONTRACTOR MANAGEMENT TEAM	G
Grand Total:	

The registration forms for the activities listed above should be returned with payment to:

NFSA Annual Seminar & Exhibition
40 Jon Barrett Road
Patterson, New York 12563

Enclosed is our check (add \$50 for foreign checks) or money order, in the amount of the Grand Total for NFSA Annual Seminar and related events, made payable to National Fire Sprinkler Association, or

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Don't miss the opportunity to listen to an industry expert in Fire Protection Industry Metrics.

Greg Coggiano is no stranger to the fire sprinkler industry. In 2008 and 2009 he presented workshops at NFSA's annual seminars on the topic of how a fire sprinkler contractor business is valued. In the September/October 2010 issue of SQ magazine he contributed an article entitled, "2009 Fire Protection Contractor Business Sale Wrap Up and Near Term Outlook." As an expert in fire protection industry metrics, he is uniquely qualified to deliver this year's Economic Address. It's a presentation that every single fire sprinkler contractor absolutely cannot afford to miss!



"Hello, I'm Greg Coggiano. If you are a fire sprinkler contractor, you won't want to miss my presentation at NFSA's Annual Seminar & Exhibition in Baltimore. I look forward to seeing you there."

A note about the Author:

Greg Coggiano is Managing Director, CB Partners LLC. CB Partners LLC represents buyers and sellers of businesses, performs market analysis and market studies, and values businesses in the Fire Protection Contracting industry and others. He is familiar with the focus and objectives of most of the companies and institutions that have interest in buying Fire Protection Contractors. Recently, he has completed business sales and valuations, market research, seminars and workshops related to Fire Protection Contractor business sales and valuation for members of the National Fire Sprinkler Association. Fire Protection Contracting has been a focus since early 2006. CB Partners LLC is a member of the NFSA.



**BALTIMORE, MD
April 7-9, 2011**

BALTIMORE BLUE CRABS:

Picking - and then devouring - freshly steamed blue crabs is a Baltimore tradition. The city is world famous for its crab houses and the bounty of blue crabs offered up by the Chesapeake Bay. Baltimore boasts a bushel of great crab houses, from the fancy to the frills-free, so roll up your sleeves, sprinkle on the Old Bay and start crackin'.

UPCOMING NFSA SEMINARS

NFSA Annual Seminar
Hilton Los Cabos Resort
Los Cabos, Mexico
May 3-5, 2012

**NFSA Annual Seminar
& Exhibition**
Caesars Palace
Las Vegas, Nevada
April 4, 5, 6 2013

► **LIST OF EXHIBITORS**

ACADEMY OF FIRE SPRINKLER TECHNOLOGY
AFCON
AGF MANUFACTURING INC
ALLIED TUBE & CONDUIT
ANVIL INTERNATIONAL
APOLLO VALVES-DIVISION OF CONBRACO IND INC
BAVCO
BLAZEMASTER FIRE SPRINKLER SYSTEMS
CHEMGUARD
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CROKER DIV FIRE-END & CROKER CORP
DECOSHIELD SYSTEMS INC
ELITE COMPONENTS
ELKHART BRASS
ERICO INC
FIRE PROTECTION PRODUCTS INC
FIRE SAFE SERVICES LLC - FIREDOS
FLEXHEAD INDUSTRIES INC
FM APPROVALS
GENERAL AIR PRODUCTS INC
GLOBE FIRE SPRINKLER CORPORATION
GUARDIAN FIRE EQUIPMENT INC
HARVEL PLASTICS INC
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LOWENSTEIN AND SCHWARTZ
MEPCAD INC
METRAFLEX CO
NATIONAL FALLEN FIREFIGHTERS FOUNDATION
NATIONAL FIRE SPRINKLER ASSN
NFSA-TOP TECH COMPETITION
NORTH ALABAMA PIPE CORP
PENTAIR WATER (NORTH AURORA OPERATIONS)
PHD MANUFACTURING INC
PITTSBURG TANK & TOWER MAINTENANCE CO
POTTER ELECTRIC SIGNAL CO INC
POTTER ROEMER
REED MANUFACTURING CO INC
RELIABLE AUTOMATIC SPRINKLER CO INC
SIGMA PIPING PRODUCTS
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TALCO FIRE SYSTEMS
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UNITED BRASS WORKS INC
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VIEGA
VIKING GROUP INC
WATTS WATER TECHNOLOGIES
WHEATLAND TUBE CO
XERXES CORP



BALTIMORE, MD
April 7-9, 2011

**EDGAR
ALLEN POE:**

Edgar Allan Poe
(January 19, 1809
– October 7, 1849)
was an American
writer, poet, editor
and literary critic,
considered part of the
American Romantic
Movement and
best known for
his tales of mystery
and the macabre.
Edgar Allen Poe Died in
1849, the church was
built in 1852.

This marker
at Baltimore's
Westminster Church
was erected in 1875
when his grave was
moved about 200 ft.