



New Era

3718 West Lake Road
Erie, PA 16505

P: 888-923-3473
or 814-835-2302

F: 814-838-5127

E: Info@PaFED.ORG

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2011

Where Is The Line???

At a recent PAFED Board of Directors meeting John Gillespie passed around the table two articles from the Fire Industry Association (*a UK based association which is a not-for-profit trade association with the aim of promoting the professional status of the UK fire safety industry – sound familiar...*) which discussed the removal and reduction of fire extinguishers.

What was interesting about these two articles is they echoed comments heard at several recent PAFED



conferences where speakers have stated that there is movement in the fire community to reduce the code requirements for fire extinguishers in various occupancy classes, or in some cases fire officials are discouraging individual from using fire extinguishers to fight a localized fire.

One of the more interesting comments stated that there are those in the fire service who believe that the building occupant should not even be taught how to use a fire extinguisher because they may attempt to fight the fire instead of notifying the fire department ultimately wasting valuable time and allowing the fire to grow or spread.

While we would all agree that seconds count when it comes to fires, the solution is not LESS education, but MORE of the proper education.

Building occupants need to be taught the proper steps when a fire occurs – and notification of emergency

services is on the top of the list – but equally as important is the ability for the building occupant to be able to fight the fire and potentially extinguish or prevent the fire spread while those fire fighters are in route to the location.

Another concern of the fire service is the fact that untrained individuals may re-enter a burning building buoyed by the fact that they possess a fire extinguisher, and find themselves in harms way.

Again, proper occupant education on the use of a fire extinguisher, as well as the importance of fire escape and exit drill planning – provides all of us with a better informed consumer and a safer situation.

So these comments beg asking the following questions –

Have you spoken with your local fire officials about the true life saving value of fire extinguishers???

Have you taken the time to educate your customers on not only why the need fire extinguishers, but how and when to properly use them???

Or have you just moved on to the next stop on your route, and not looked back???

When it comes to fire life safety where do you draw the line when it come to educating your current and prospective customers???

Our industry actions today will determine how or if we are relevant tomorrow...



PaFED New Era



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 Fire Equipment Distributors**

3718 West Lake Road, Erie, PA 16505
 888-923-3473 (PA), 814-835-2302, 814-838-5127 FAX
 Email: INFO@PaFED.ORG

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President's Column

by: Mike Kint, PaFED President

Welcome PaFED Members and friends to another addition of our quarterly newsletter. It has been nice seeing a lot of you over the last couple of months, though it is my warmest heart that I have to send condolences to the family and friends of Dave Blue. Dave was one of the original and founder members of our wonderful association. The loss of a friend like Dave is a situation that no one ever wants to be witness. My thoughts and prayers are with Barb and all of Dave's family and friends.

We did have another very successful spring conference held in State College. For those that weren't able to attend, I think you missed one of the nicest conference facilities that we have used and some great sessions that were put together by the conference committee and the PaFED office. I would like to personally thank the speakers again. Craig Voelkert from Amerex Corporation and David Mills from The Sandler Organization did some great presentations that seemed to keep everyone's interest with all the participation that we had. A special thanks needs to go out to all the sponsors of the conference. Without them we wouldn't be able to do all the wonderful things that we did. Amerex Corporation, Brooks Equipment, Buckeye Fire Equipment and EXCAB all sponsored parts of the conference. It is always wonderful to see all of our associate members, but I would like to thank all the ones that made the trek to State College even though we didn't have the exhibit hall, Peter Dolan, Dolan's Fire Protection Supply; Tracey Fuller, Heiser Logistics; and Steve Keefer, Amerex Corporation.

I hope all of my fellow members have a wonder and safe summer. If you have nothing to do in July, the Board of Directors are meeting in Erie at the state office. All members are welcomed to attend.

Please be safe and I hope good health finds you all.

Mike



Larry E. Schlipf, Jr.
 Executive Vice President

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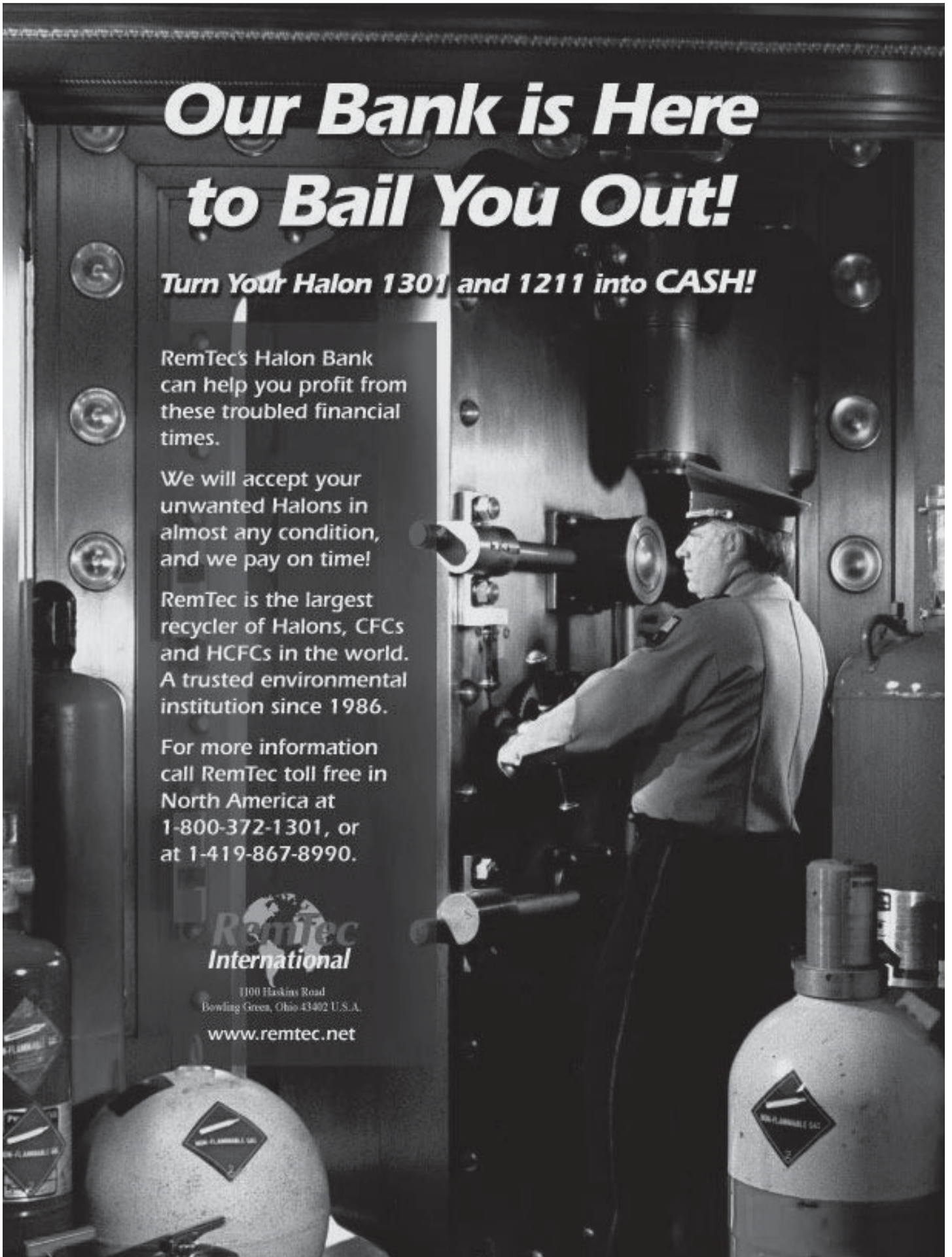
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PAFED Founding Member Passes

David R. Blue., 64, Conemaugh Township, Cambria County, passed May 5, 2011, at Memorial Medical Center.

David was born May 25, 1946, in Johnstown, son of Dwight Sr. and Lavina (Dabbs) Blue.

He was preceded in death by his father and brother, Dwight Jr. and was survived by his mother, Johnstown; wife, the former Barbara Furlong, whom he married March 23, 1968; children, Rick, married to Marsha (Shippey), Johnstown; and Patricia, Virginia Beach, Va.; granddaughter, Amber Lynn Blue; and granddogs, Bear and Riley. He was also survived by sister-in-law, Sally Blue, Hooversville.

David was a member of Roxbury Church of the Brethren, a former 4-H leader and a founding member of the Pennsylvania Association of Fire Equipment Distributors (PAFED). David was recognized for his service to PAFED as a recipient of the L.F. "Lou" Allen Award.

David was the owner and operator of Blue's Fire Extinguisher Service.

The family requests that in lieu of flowers, contributions may be made to Amber Lynn Blue Scholarship Fund, c/o Henderson-Makuchan Funeral Home, 434 First St., Conemaugh, 15909.



*Our
Sincere
Thanks*

*to the officers, Directors
and members of Pafed*

*My family and I would
like to thank you for
the beautiful flower
arrangement. We will also
remember your kindness to
us.*

*Dave and I made many
friends in Pafed and that
friendship was returned
by the number of members
who attended the Viewing,
the funeral service, and the
many cards and phone
calls I received. I will
always remember all the good
times Dave and I had at
Pafed meetings. Thank you
from the bottom of my heart
Barb, Patti, Rick, Marsha, Amber
and grand dogs Bear & Riley*

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Members In The News

Keystone Fire Protection to Receive Family Owned Business of the Year Award

Keystone Fire Protection Co. was recently notified by a representative of the U.S. Small Business Administration that Keystone was the recipient of the very prestigious **2011 Eastern Pennsylvania “Jeffrey Butland” Family-Owned Business of the Year Award**.

Keystone was selected from over 600,000 businesses in the State of Pennsylvania to receive the honor. As the 2011 Family-Owned Business of the Year Award winner, John Lawlor was invited to a special ceremony on May 26th at a local sports-themed restaurant.

John stated that “I would like to thank and acknowledge Mike Fox and Pat Kratz of Univest National Bank, for nominating Keystone for the Jeffrey Butland Family-Owned Business of the Year Award, and the dedicated hard-working employees of Keystone Fire Protection Co. who are responsible for making this award a reality”.

The award was presented to Keystone by Tracy Davidson, a news anchor for NBC 10 News at Citizen’s Bank Park when the Phillies hosted the Cincinnati Reds for the *National Small Business Week*-themed Businessperson’s Special.

INDUSTRY BUZZ

NFPA announces theme for Fire Prevention Week 2011

“Protect Your Family From Fire”

The National Fire Protection Association (NFPA) announces the theme for Fire Prevention Week – Protect Your Family From Fire.

Fire Prevention Week will be held October 9-15, 2011. NFPA has sponsored the fire prevention campaign since 1922, spreading awareness of the dangers of fires and inspiring individuals to prevent the deaths, injuries, and destruction they cause. This year’s theme focuses on how to protect your family from fire by planning ahead and integrating simple things into your everyday life.

Fires in the home take a great toll on life and property each year. During the five-year-period from 2005-2009, NFPA estimates that U.S. fire departments responded to an average of 373,900 reported home structure fires per year. These fires caused an estimated average of 2,650 civilian deaths, 12,890 civilian injuries, and \$7.1 billion in direct property damage per year. Smoking materials remain the leading cause of home fire deaths, while cooking equipment is the leading cause of home structure fires and home fire injuries.

Installing systems such as smoke alarms and residential fire sprinklers, as well as identifying potential hazards, can reduce the risk of home fires and property loss, injury, or death due to fire. Nearly two-thirds of home structure fire deaths occur in homes where there was no smoke alarm, or where smoke alarms were present but failed to operate.

NFPA has taken the lead in public fire safety outreach by serving as the official sponsor of Fire Prevention Week for 89

years. The annual public awareness and safety commemoration, which is proclaimed by the President of the United States each year, is observed by fire departments in the U.S. and Canada to mark the anniversary of the Great Chicago Fire of 1871. According to the National Archives and Records Administration’s Library Information Center, Fire Prevention Week is the longest running public health and safety observance on record.

Visit the Fire Prevention Week website for safety tips, statistical information, and more. The materials are available for use by fire departments, teachers, families and anyone interested in learning or teaching about fire safety.

NOTIFIER CREATES VIDEO TO EDUCATE CONSUMERS

New Video Raises Awareness of Multiple Life Safety Systems Solutions

NOTIFIER by Honeywell (NYSE: HON) has developed a new video aimed at educating consumers on the wide spectrum of life safety and emergency communications solutions offered by its nearly 500 U.S. Engineered Systems Distributors.

To educate engineers, facility managers, first responders and those not as familiar with the capabilities of today’s advanced life safety technologies, NOTIFIER has developed a fast-paced video titled *NOTIFIER: A Total Life Safety Solutions Company*. In addition to a wide array of fire alarm offerings, the video explores systems that reach beyond code requirements to provide integrated solutions for common commercial facility needs such as the distribution of emergency communications (a.k.a. mass notification) and the detection of carbon monoxide

continued on page 13

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Great Business Networking in Four Easy Steps

By Jeff Haden

Business networking sounds great in principle but typically falls short in practice, especially if your goal is to do more than fill up your business card file. People who contact me hoping to “network” are often really saying, “Hey, I want you to do something for me.” So I’m admittedly cynical.

Then I experienced business networking done well.

Here’s the story:

Sometimes I check to see who tweets my BNET posts so I can better understand reader interests. Unless their Twitter bio is horrible I occasionally follow their link to learn more about a person or company. Then hopefully their About Us page is terrific.

Very occasionally I send someone a note, like the one I sent David Baker, the head of ReCourses.

Hi David, was doing quick analytics on a BNET post of mine, saw you tweeted it. Thanks for the kind words. I checked out your site... motorcycle racing! Man after my own heart. Regards

(I included the comment about motorcycle racing to show I really had checked out his website and wasn’t just spamming him.)

Although I didn’t expect a reply, David thanked me and said:

Here’s something I came across that might give you terrific publicity — it just came across the profnet wire: “A leading webinar publisher is seeking an expert to lead a 60-minute webinar on the topic of “Writing Skills...”

Then, in closing he offered to send me a free copy of his book, **Managing (Right) for the First Time**.

So what happened? I checked out the webinar opportunity but decided I wasn’t interested since it was more exploitation than exposure, at least for me. Still, his gesture did make an impact and created a connection, so I read his book.

Turns out it’s very good and addresses a real need. Many people are promoted into leadership positions because they were great at a lower-level job, like the outstanding machine operator who is promoted to line supervisor or the sales superstar who is promoted to sales manager. Performing well in your current job doesn’t mean you can effectively lead others who perform that job, though, because the skills required are very different.

David’s book fills the gap and helps first-time managers get off to a great start. If you place employees in leadership positions consider handing them a copy when you offer the promotion.

In terms of business networking, here’s what David did right:

1. He offered first. David didn’t ask for anything. He just offered me something. **Always offer when you reach out; don’t ask.**

2. He offered something relevant and potentially valuable. The webinar opportunity was pertinent — he clearly took the time to find out what might interest or be of use to me — and under the right circumstances might have been worthwhile. **Never offer an “opportunity” that is light (or nonexistent) on the quid and heavy on the pro quo.**

3. He followed through effectively. Not only did he send me his book, he also included a copy of our email exchange. Smart move since I receive stacks of unsolicited books every week. **When you follow through, provide context: A quick note, your business card... anything that helps establish and reinforce the business relationship you hope to build.**

4. He didn’t try to sell. Unlike sales, where asking for the sale is an essential part of closing a deal, networking should be more subtle. **Don’t ask — just provide. When what you provide is of value, people respond. When what you provide is not of value, asking does you no good.**

Great networking starts with giving, never with receiving. While you eventually may hope to receive, you first must provide: Information, contacts, resources... something of real value to the other party. Asking for something first isn’t networking — it’s just asking.

And you know how far *that* gets you.

About the Author: *Jeff Haden learned much of what he knows about management as he worked his way up the printing business from forklift driver to manager of a 250-employee book plant. Everything else he knows, he has picked up from ghostwriting books for some of the smartest CEOs he knows in business. He has written more than 30 non-fiction books, including four Business and Investing titles that reached #1 on Amazon’s bestseller list. He’d tell you which ones, but then he’d have to kill you. Visit his website at: www.blackbirdinc.com*

This article originally appeared on BNET.com on May 30, 2011

Reminder

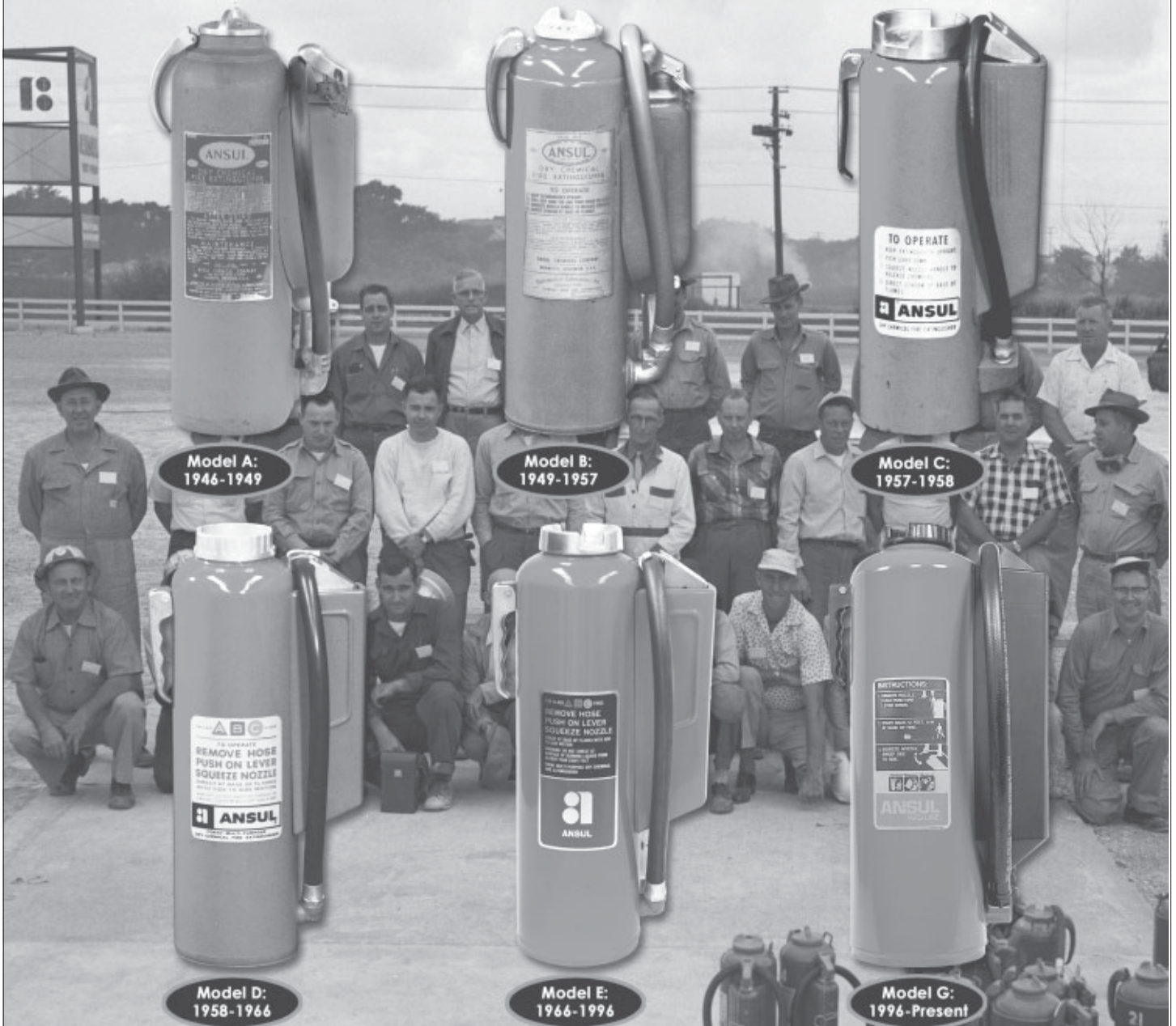
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PAFED Spring Conference “In Photos”



Mike Kint, PAFED President presides over the business meeting



Jim White presents his Certification Committee report



Jim White and Mike Kint try out these new fangled iPads



Bryan Lawrence and Greg Bolish are recognized by PAFED President Mike Kint for their service on the PAFED Board of Directors



Bryan Lawrence presents his final Treasurers report



John Gillespie presents his Education Committee report



Mike Powell offers insights regarding the associations investments...



David Mills, Sandler Training conducts his training session on “Break The Rules... Close More Sales”



Diane Keeney, Bruce Kauffman, Jim White and Mike O'Brien make their cases for service on the Board of Directors



New PAFED Board Members – Diane Keeney, Mike O'Brien and Bruce Kauffman (not shown Dan Goss)



y and figure
d gadgets...



2011-12 PAFED Board Members – Diane Keeney, Mike O'Brien, Bruce Kauffman, Mike Kint, John Gillespie, Mark Connelly and Mike Powell (not shown Dan Goss and Howard Fry)



Jim White and Peter Dolan discuss David Mills' seminar session



Craig Voelkert discusses "Tips On Handling a Loss Incident Involving Fire Equipment"



Kevin Odell and Jim White enjoy a beverage during the conference



Craig Voelkert and Mike Kint present information to the membership on the recently held State Fire Equipment Distributors association meeting hosted by Amerex

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Industry Buzz, continued from page 6

(CO), refrigerants and other potentially deadly gasses. NOTIFIER's video also showcases interactive solutions for the remote monitoring and control of one or more fire alarm networks, and includes a demonstration of its one-of-a-kind navigational tool for first responders to track the location and spread of a fire within a building.

"Many people don't know where to begin looking for information on solving what could be a common issue, so we're making it easy for them," says Marissa Guillen, NOTIFIER's communications manager. "This video touches upon code-required fire alarms, but really emphasizes those other, lesser known technologies that can easily integrate with our fire alarms, like emergency communication systems and gas detectors for commercial and industrial applications."

Visit www.notifier.com to view its latest video or contact a local NOTIFIER representative for more in-depth life safety solutions information.

NFPA issues new safety alert regarding antifreeze in sprinklers

Standards Council issues new Tentative Interim Amendments

The National Fire Protection Association's (NFPA) Standard Council has issued four Tentative Interim Amendments (TIAs) that address the use of antifreeze in fire sprinkler systems. The TIAs provide new requirements in NFPA standards for the use of antifreeze in both new and existing sprinkler systems. NFPA has also issued a new safety alert regarding the use of antifreeze in sprinkler systems. These actions come after extensive research and standards development activities to address concerns raised by the combustibility of antifreeze solutions in sprinkler systems.

The previous TIAs and Safety Alert issued by NFPA in August 2010 are no longer in effect. The entire NFPA Safety Alert and more information can be found at www.nfpa.org/antifreeze.

The four new TIAs apply to:

- NFPA 13, *Standard for the Installation of Sprinkler Systems* (2010 edition)
- NFPA 13R, *Standard for the Installation of Sprinkler Systems in Residential Occupancies up to and Including Four Stories in Height* (2010 edition)
- NFPA 13D, *Standard for the Installation of Sprinkler Systems in One- and Two-Family Dwellings and Manufactured Homes* (2010 edition)
- NFPA 25, *Standard for the Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems* (2011 edition)

A general summary of the main new antifreeze requirements continues.

New Sprinkler Systems Containing Antifreeze – NFPA 13, NFPA 13D and NFPA 13R Sprinkler Systems

- New systems are required to use only factory premixed antifreeze solutions. The maximum allowable concentration of glycerin for a new system is 48% by volume.
- The maximum allowable concentration of propylene glycol for a new system is 38% by volume.
- All factory premixed antifreeze solutions used in NFPA 13 and 13R systems must be provided with a certificate indicating the type of antifreeze, the concentration and the freezing point. Factory premixed antifreeze solutions of propylene glycol in excess of 40% by volume are permitted in ESFR (Early Suppression Fast Response) systems where the sprinklers are listed for such use in a specific application.
- Factory premixed antifreeze solutions other than propylene glycol and glycerin are permitted only where they are specifically listed for use in sprinkler systems.
- New systems, once installed, must be annually tested in the manner required for existing systems

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TECH CORNER

Debunking, Debugging, and Demystifying...

In keeping with the Discovery Channels most popular TV Show – “*Myth Busters*”, we asked PaFED member Amerex Corporation to shatter some of the industries most common myths.

Common Myth - “You can’t add two 20B extinguishers to meet a 40B requirement.”

You can’t if you are using dry chemical extinguishers but you can if you are using foam extinguishers. This is allowed in NFPA 10 Section 3-3.2 exceptions 1 and 2.

Dry chemical extinguishers have no “securement” capabilities. When using a dry chemical extinguisher on flammable liquids, the operator(s) will either put out all of the fire or none of it. It is impossible to put out half of the fire and go get another dry chemical extinguisher to put out the other half; the fire will reflash over the entire surface area.

Dry Chemical is also “application sensitive” meaning that it does not matter how much you apply to the fire, it won’t go out if the dry chemical was not applied properly. We have seen one person put out a 60 square foot pit fire three times with a single 20 lb. dry chemical extinguisher. We have also seen four people each with a 30 lb. dry chemical attack the same fire simultaneously and fail to put it out (not once but three times!). If you don’t use dry chemical properly on a flammable liquid fire, it won’t matter how much you have; the fire won’t go out.

Foam is “user friendly” meaning that as long as it is put on the fire in nearly any manner (in the case of hydrocarbons) some success will be accomplished. Foam does have some “securement” capabilities. Foam puts out a flammable liquid fire by securing the vapors coming off the fuel and separating them from the ignition source and surrounding air. This makes it possible to put out a portion of the fire and use a second foam extinguisher to extinguish the rest.

Common Myth - “I can make more money repairing old extinguishers.”

Maybe you can, but be careful.

Many companies have policies regarding the repair equipment. Generally, if the cost of the repairs (or reconditioning) exceeds 50% of the replacement costs, many companies will – by policy – replace the piece of equipment.

If the cost to repair or recondition a piece of equipment exceeds 50% of the replacement cost, the company could spend a lot of money and still be left with an old piece of equipment that can still be damaged. No manufacturer’s

warranty will be available, no other guarantees are available and performance will be questionable. Who will back the repairs and/or the reconditioning?

Manufacturers’ warranties are one consideration, and advancement in technologies is another. As an example, the cost to repair or recondition a cartridge-operated extinguisher may be more expensive than the cost of a new stored-pressure extinguisher; perhaps more than 50% of the cost for a superior High Performance extinguisher.

Labor costs are to be considered in the repair and/or reconditioning of older equipment. Are you really making the margins that you think you are once everything is added up?

By replacing the extinguisher you will give your customer the very latest in equipment, backed by the manufacturer with a new warranty. You will get a known profit margin, free of variable labor costs and you will avoid going against the customer’s replacement policy.

Presented correctly to the customer, they may even appreciate your honesty and the opportunity to have an option.

Common Myth - “Dry Chemical ‘smothers’ the fire.”

Only in certain circumstances.

On Class B fires, dry chemical interrupts the chain reaction. During the early stages in the development of dry chemical agents, it was thought that the fire was being smothered. Regular Dry Chemical (sodium bicarbonate) and Purple-K (potassium bicarbonate) break down in a flame front to form carbon dioxide and water vapor. However, there is neither enough carbon dioxide to extinguish the fire, nor is there enough water vapor to extinguish the fire.

On a Class B fire, dry chemical interrupts the chain reaction (kind of like a referee breaking up a fight) and extinguishes the fire. This is why it is important to look for a “flash back” when using dry chemical on a liquid fuel fire. There is still oxygen, fuel and hot surfaces present to allow the fire to re-ignite. On Class B fires, Dry chemical does not cool anything down, does not take away the oxygen and does not take away the fuel.

continued top of next page

Tech Corner continued

On Class A fires, only ABC or multipurpose dry chemical is effective. ABC dry chemical (mono-ammonium phosphate) will start to break down at between 350 deg. F and 400 deg. F to form a molten residue that will stick to the burning embers and exclude oxygen. This is the only circumstance that dry chemical may be said to "smother" the fire.

It is also important to remember that the ABC dry chemical must be applied to the burning embers in order to have it work. It may be necessary to "break apart" a Class A fire to make sure that all of the burning surfaces are covered.

Editors Note: Thanks to Amerex Corporation for allowing us to reprint this information from their website (<http://www.amerex-fire.com>).

ON THE LIGHTER SIDE

How our customers view fire extinguishers (from the humorous side...)



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Classified advertising is provided as a member benefit (at NO CHARGE) to the members of the Pennsylvania Association of Fire Equipment Distributors only. Ad length is limited to 30 words, and does not include any type of graphic display.

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**National Association of Fire Equipment Distributors
Portable /Wheeled Fire Extinguisher Incident Report**

Distributor _____

Location _____

Date of Report _____

Date of Incident _____

Capacity	Indicate quantity and type of extinguisher(s) used					
	ABC Dry Chem	BC Dry Chem	CO2	Purple K	Class D	Clean Agent
2 – 5 lbs.						
6 – 10 lbs.						
11 – 15 lbs.						
16 – 20 lbs.						
21 – 30 lbs.						
> 30 lbs.						

Capacity	Indicate quantity and type of extinguisher(s) used					
	Press. Water	K Class	Water Mist	Loaded Stream	AFFF	FFFP
1.5 gal.						
1.8 gal.						
2.5 gal.						
6 liter						
33 gal.						

Classification(s) of Fire: Class A Class B Class C Class D Class K

Type of Occupancy:

- | | | |
|---|---|--------------------------------------|
| <input type="checkbox"/> Assembly | <input type="checkbox"/> Residential | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Education | <input type="checkbox"/> Lodging | <input type="checkbox"/> Storage |
| <input type="checkbox"/> Day Care | <input type="checkbox"/> Residential Board & care | <input type="checkbox"/> Vehicle |
| <input type="checkbox"/> Health Care | <input type="checkbox"/> Mercantile | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Detention/Correction | <input type="checkbox"/> Business | |

Did extinguisher(s) extinguish fire? YES NO

If NO, how was fire extinguished?

- | | | |
|---|--|--|
| <input type="checkbox"/> Sprinkler System | <input type="checkbox"/> Fire Department | <input type="checkbox"/> Self-Extinguished |
| <input type="checkbox"/> Other Suppression System | <input type="checkbox"/> Occupant Use Hose | <input type="checkbox"/> Other _____ |

If extinguisher failed to extinguish fire, why?

- | | | |
|---|---|---|
| <input type="checkbox"/> Fire Too Large | <input type="checkbox"/> Extinguisher Not Full | <input type="checkbox"/> Extinguisher Malfunction (see below) |
| <input type="checkbox"/> Operator Error | <input type="checkbox"/> Extinguisher Not Pressurized | <input type="checkbox"/> Unknown |
| <input type="checkbox"/> Operator Not Trained | <input type="checkbox"/> Wrong Type of Extinguisher | <input type="checkbox"/> Other _____ |

Reason for malfunction:

- | | | |
|--|---|--------------------------------------|
| <input type="checkbox"/> No Maintenance | <input type="checkbox"/> Valve Failed to Open | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Improper Recharge | <input type="checkbox"/> Unknown | |

Was Fire Department Called? YES NO If YES, was Fire Department needed? YES NO

Was fire area sprinklered? YES NO If YES, did sprinklers operate? YES NO

Additional Information: (attach separate sheet if necessary)

PLEASE Submit the Completed Incident Report to both PAFED & NAFED:

Mail to: PAFED – 3718 West Lake Road
Erie, PA 16505

Or Fax to: PAFED @ (814) 838-5127

Mail to: NAFED - 122 S. Michigan Ave., Suite 1040
Chicago, IL 60603

Or Fax to: NAFED @ (312) 461-0777

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PaFED 2011 Certification Testing Schedule

<u>Month:</u>	<u>Date:</u>	<u>Test Type:</u>	<u>Location:</u>
January	7	Tech 1 Written Exam	Pa State Fire Academy
February	4	Tech 1 Written Exam	Pa State Fire Academy
March	4	Tech 1 Written Exam	Pa State Fire Academy
	18	Tech 1 & 2 Written Exam	Philadelphia, PA
	18	Tech 1 & 2 Written Exam	Pittsburgh, PA
April	8	Tech 1 Written Exam	Pa State Fire Academy
May	6	Tech 1 Written Exam	Pa State Fire Academy
June	3	Tech 1 Written Exam	Pa State Fire Academy
July	15	Tech 1 & 2 Written Exam	Philadelphia PA
	15	Tech 1 & 2 Written Exam	Pittsburgh, PA
August	5	Tech 1 Written Exam	Pa State Fire Academy
September	2	Tech 1 Written Exam	Pa State Fire Academy
	8	Tech 1 Skills Exam, Tech 1 Recertification, Tech 2 Written Exam	Pa State Fire Academy
October	7	Tech 1 Written Exam	Pa State Fire Academy
	20	Tech 1 & Tech 2 Written Exam	PaFED Fall Conference
November	4	Tech 1 Written Exam	Pa State Fire Academy
December	2	Tech 1 Written Exam	Pa State Fire Academy

Contact the PaFED Association Office for registration forms.

PRE-REGISTRATION REQUIRED...

As of 11-23-10

*Pennsylvania Association of Fire
Equipment Distributors (PaFED)*

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