



F E D O T N E W S L E T T E R

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INSIDE THIS ISSUE

President's Report	2
Fueling Alert	3
I.F.C. Update	4
Flight Line Extinguishers	4
Smoke Detector Probe	5
Scary Business	6
Plastic Tamper Seals	7

FROM VALLEY MORNING STAR NEWSPAPER:

FIRE REGULATIONS

New standards require restaurants to use liquid chemical system

The following newspaper article may contain several technical inaccuracies. It is reprinted below exactly as it appeared in the Valley Morning Star.

HARLINGEN - Joe Aguilar, owner of Texas Branding Iron restaurant, said he installed a UL 300, the latest automatic liquid extinguishing system when he remodeled his business in July 2002. The new system to protect his business from fires cost him \$1,800 at the time, Aguilar said.

"It's very important to have the system because it benefits both the employees and the establishment," Aguilar said. "We don't want to risk having a fire and not be able to control it."

Aguilar may have saved himself some money by updating his equipment ahead of new state regulations.

In April, the Texas Department of Insurance adopted a rule requiring all restaurant owners to upgrade their automatic extinguishing systems to meet the Underwriters Laboratory 300 (UL 300) series

testing standard, Harlingen Deputy Fire Chief Frank Garcia said.

Now, that same system that Aguilar installed can cost up to \$3,500, depending on the number of grills, fryers and stoves a restaurant operates, Garcia said.

While the savings is a bonus, many business owners said safety is an investment on which they don't mind spending money.

"Starting January 2008, the State Board of Insurance will not recognize dry-chemical extinguisher systems," Garcia said. "Some of the restaurant owners are already complying, but some don't even know (about the new rule)."

The new standards require that restaurants use a liquid chemical system instead of the dry-chemical systems.

Javier Valverde, owner of El Taquito restaurant, said he didn't know about the new rule. He replaced his extinguishing system about three years ago, but did not upgrade to a UL 300 system.

Nonetheless, he said upgrading before 2008 should be "no problem to save the business from catching on fire."

Jerry Hagins, TDI spokesperson, said the agency is aware of the financial impact that the rule may have on restaurant owners, but "it's worse to have the place burn down or people hurt."

(Continued on page 2)



Christy Espinosa/Valley Morning Star
Angel Villa is a crew leader and cook at the Branding Iron restaurant. Owner Joe Aguilar remodeled his business in 2002 and upgraded his automatic extinguishing system to a UL 300, the latest liquid chemical system, seen below. The extinguishers hang from above all the cooking areas in the restaurant and are proven to extinguish fires in spite of high-heat retention appliances and cooking oils.

PRESIDENT'S REPORT

As your new President I feel that a trade organization's main duty is to keep its members informed on the national and state level to the best of our ability. With this being said I'd like to comment on the NFPA 10 committee meeting held earlier in June in Orlando, Florida. The NFPA 10 committee approved a change to the standard that eliminates the need for monthly visual inspections if an electronic monitoring system is in place. The changes also significantly reduce the number of essential items that are included as a part of a visual inspection if electronic monitoring is in place. To help us as an organization to better understand the impact that this could have on our industry we have prepared a program that will be presented at our fall meeting on October 14th, 2006 in Buda, Texas. Our

presenters will be Mr. Norb Makowka, the NAFED executive/technical Director and one of our members Mr. Larry Angle who is now the President of NAFED. Both Norb Makowka and Larry Angle attended this committee meeting in Orlando, Florida. Norb and Larry are going to tell us what this may mean to us as an industry and what impacts it is could have on our businesses. I urge you all to be there because you need to be a part of their plan.

Jim Shelton

M. Jacks Fire & Safety Equipment Co.

FROM OUR FEDOT INTERNATIONAL CORRESPONDENT

Good Morning Larry: I thought you may be interested in the article in one of our local papers. I will type it as it reads.

Businesses Convicted Of Fire Violations

Two area businesses have been convicted of a total of five fire code violations.

Dragon Palace on London Road has been ordered by a Sarnia Court to pay \$1,500.00 for failing to have portable fire extinguishers serviced and tagged, failing to have a kitchen hood automatic extinguishing system serviced & tagged and failing to have a kitchen hood cleaned as per fire code regulations.

Wharf Fish & Chips on Murphy Road has also been ordered by a court to pay \$600.00 for failing to have the portable fire extinguishers properly serviced and tagged and failing to adjust the closure for the electrical room to ensure proper closing and latching as per fire code regulations.

Maybe you can forward this on to re-enforce that there still is justice out there and how important it is to our customers to have their equipment properly serviced.

Thanks;

Ron Brazeau
Sentry Fire Equipment

NATIONAL FIRE PREVENTION WEEK IS OCTOBER 8-14, 2006

Are you aware that we celebrate National Fire Prevention Week to commemorate the Great Chicago Fire? Do you remember what year that occurred? It did occur in October but do you know the exact date? Once you get the exact date perform a web search for the Peshtigo Wisconsin fire on the same date. You will be amazed that there was a second tragedy of even greater magnitude.

Both events remind me that the business of protecting property and saving lives is a noble profession.

National Association of Fire Equipment Distributors

Presents

Train the Trainer

Haz-Mat Training for

Shippers

Transporters

Cylinder Re-qualifiers

October 13, 2006

New standards require restaurants to use liquid chemical system (Continued)

(Continued from page 1)

Hagins said he wasn't aware of insurance discounts, but owners should check with their carriers to see if they offer a discount. Mark Redlitz, Assistant State Fire Marshal for Licensing, said the law regulates people who sell, test and inspect fire extinguisher systems, such as the kitchen hood systems used by restaurants. If the system does not comply with the UL 300 standard, inspectors will brand the system with a yellow tag, which indicates the system may not put out a typical fire, he said. After January 2008, Redlitz said, systems that do not comply will be red-tagged, indicating the system is unsafe and inoperable.

Garcia said violators could be fined between \$200 and \$1,000 per day. Garcia and Redlitz said that in November 1994 TDI deemed that dry-chemical, or powder, extinguishers no longer met the UL 300 standards.

In fact, dry systems were prohibited from being produced, Redlitz said.

What makes the old dry-chemical, or powder, extinguishing systems unsafe is the inability to fully extinguish fires because of new high-heat retention appliances and the healthier cooking oils used, both men said. Oils, such as vegetable, olive or peanut oils, although healthier, tend to retain more heat, Garcia said.

"When the powder systems were manufactured 30 to 40 years ago, people used to cook with animal fat to do their deep frying," he said. "But with synthetic oils, the fires were rekindling because they retain more heat."

The new liquid chemical systems extinguish the fires without the risk of rekindling, both Garcia and Redlitz said. "It's the cost of prevention," Hagins said, "hopefully they never have a fire."

JUN 09, 2006 - 23:43:06 CDT

By JOANN DELUNA
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FROM THE PRESIDENT OF NAFED

After serving only 3 years on the NAFED Board of Directors, I consider it both an honor and a challenge to have been elected President. I would like to thank the NAFED Board of Directors for their show of trust and confidence in me.

My term as president began with somewhat of a disappointment. On June 8, 2006 I attended the NFPA report on committee meeting in Orlando, Florida. I attended to show my support for a motion made by John Gioseffi, NAFED immediate past President to prevent the reduction of the minimum requirements of fire extinguisher monthly inspections in NFPA 10. I regret to report that there were only three individuals that spoke in support of this motion and consequently the motion failed. Barring any changes by the NFPA Standards Council, the minimum requirements of fire extinguisher monthly inspections will be reduced. I am not sure how you reduce this minimum requirement but I wonder what could be next? At the FEDOT meeting on October 14, 2006, Norb Makowka, NAFED Executive Director will share with us more about the critical issues affecting our industry and what we can do to protect our industry.

Larry Angle
NAFED President
M-Jacks Fire and Safety Equipment Co.
San Antonio, Texas

NAFED TO PARTICIPATE IN FEDOT FALL MEETING

NAFED will be presenting their Hazardous Materials, Train the Trainer Program on Friday, October 13, 2006 at Cabela's in Buda, Texas. It was three years ago that they presented this same program in San Antonio, Texas. If you attended that program you are due for re-training or if you need training this is the place to be.

This is an excellent program and is presented by an instructor who understands our business. This is not a generic program like the programs presented by several publishing and training companies. It is specific to the fire extinguisher business.

The NAFED instructor will be stay over and participate in our FEDOT Fall Meeting on Saturday, October 14, 2006.

So mark your calendar today to be at both programs. Specific registration information has been inserted with this Newsletter.

FUELING ALERT

The Shell Oil Company recently issued a warning after three incidents in which mobile phones (cell phones) ignited fumes during fueling operations.

In the first case, the phone was placed on the car's trunk lid during fueling; it rang and the ensuing fire destroyed the car and the gasoline pump.

In the second, an individual suffered severe burns to their face when fumes ignited as they answered a call while refueling their car.

And in the third, an individual suffered burns to the thigh and groin as fumes ignited when the phone, which was in their pocket, rang while they were fueling their car.

You should know:

1. Mobile Phones can ignite fuel or fumes
2. Mobile phones that light up when switched on or when they ring release enough energy to provide a spark for ignition
3. Mobile phones should not be used in filling stations, or when fueling lawn mowers, boat, portable gas cans etc.
4. Mobile phones should not be used, or should be turned off, around other materials that generate flammable or explosive fumes or dust, i.e. solvents, chemicals, gases, grain dust, etc.

To sum it up, here are the Four Rules for Safe Refueling:

1. Turn off engine
2. Don't smoke
3. Don't use your cell phone - leave it inside the vehicle or turn it off
4. Don't re-enter your vehicle during fueling

Bob Renkes of Petroleum Equipment Institute is working on a campaign to try and make people aware of fires as a result of "static electricity" at gas pumps. His company has researched 150 cases of these fires.

His results were very surprising:

- Out of 150 cases, almost all of them were women.
- Almost all cases involved the person getting back in their vehicle while the

nozzle was still pumping gas. When finished, they went back to pull the nozzle out and the fire started, as a result of static.

- Most had on rubber-soled shoes.
- Most men never get back in their vehicle until completely finished. This is why they are seldom involved in these types of fires.
- Don't ever use cell phones when pumping gas. It is the vapors that come out of the gas that cause the fire, when connected with static charges.
- There were 29 fires where the vehicle was re-entered and the nozzle was touched during refueling from a variety of makes and models. Some resulted in extensive damage to the vehicle, to the station, and to the customer.
- Seventeen fires occurred before, during or immediately after the gas cap was removed and before fueling began.

Mr. Renkes stresses to NEVER get back into your vehicle while filling it with gas.

If you absolutely HAVE to get in your vehicle while the gas is pumping, make sure you get out, close the door TOUCHING THE METAL, before you ever pull the nozzle out. This way the static from your body will be discharged before you ever remove the nozzle.

As I mentioned earlier, The Petroleum Equipment Institute, along with several other companies now, are really trying to make the public aware of this danger. You can find out more information by going to <http://www.pei.org/>. Once here, click in the center of the screen where it says "Stop Static".

**NATIONAL FIRE
PREVENTION WEEK
OCTOBER 8-14, 2006**

INTERNATIONAL FIRE CODE REVISIONS WON'T AFFECT MOST BUSINESSES

With this year's NAFED dues statement, all members received a notice regarding recent revisions to the International Fire Code (IFC). We have received a number of questions regarding this notice and would like to clarify the situation.

This revision is extremely limited in scope, and will have little or no direct affect on the majority of our members.

The IFC requirement for no monthly inspections and three-year maintenance applies ONLY to "dry chemical or halogenated agent portable fire extinguishers that are supervised by a listed and approved electronic monitoring device," and does NOT apply to any other fire extinguishers.

Further, the local jurisdiction must adopt the new IFC code before this requirement takes effect.

These revisions, although limited, serve as an example of how important our involvement in the code revision process is, and indicate the necessity of having a well-funded defense for portable extinguishers and their proper maintenance.

TRAIN THE TRAINER PROGRAM

FEDOT is pleased to announce that we will be offering the Hazardous Materials Train the Trainer Program on October 13, 2006. A representative from NAFED will present this excellent program. Approximately three years ago FEDOT sponsored this NAFED program in San Antonio. If you attended that program your training certificate is about to expire. If you missed that program you need to mark your calendar now so that you can attend this session. If you are responsible to train your staff you need to be trained as a trainer, this is where you get this training. If you are a single owner operator this is where you get your training. This training is mandatory if you are a Haz-mat shipper, a Haz-mat transporter or are doing cylinder re-qualifying. Please note that this program is in a central location, on a Friday (day before the FEDOT meeting), at a great location and priced right. Please respond early and make your reservation now. The necessary information and application form is enclosed with this Newsletter.

AIRCRAFT ABC EXTINGUISHER RESTRICTIONS

Over the years new people enter the fire protection field. Through this process many technical tips are forgotten or not passed along to the next generation. It is therefore appropriate to re-visit the use of ABC extinguishing agent around aircraft. The following letter to NAFED indicates this to be the case.

Subject: ABC DRY CHEMICAL NEAR AIRCRAFT

Dear Sir,

I work in Fire Prevention and we recently had an incident where a multi-purpose dry chemical extinguisher was used on a very expensive Navy fighter aircraft. We called the extinguisher company for agent clean-up procedures and they were very helpful, but were surprise we had this type of extinguisher anywhere near aluminum aircraft. They referred us to their Tech Tip #20 <http://www.Amerex-fire.com/tt20.html>.

I would like to know if your organization has any similar warning letter about multi-purpose dry chemical around aircraft. Thanks for any help.

Paul D. Wood
Fire Prevention
FFD San Diego

Please review Amerex Tech Tip #20 at your convenience but please read the following summation:

TO SUM UP: ABC EXTINGUISHERS (HAND PORTABLE AND WHEELED) ARE NOT PROPER AIRCRAFT (FIXED WING OR ROTARY) FIRE PROTECTION, ONBOARD, ON RAMPS OR IN HANGERS.

NEW NFPA 10, 2007 EDITION

At the annual meeting in June NFPA members voted on revisions to NFPA 10, Standard for Portable Fire Extinguishers. The National Fire Protection Association has announced that those changes will appear in the 2007 Edition. This edition will be printed and available for sale on approximately October 15, 2006.

THANK OUR LAST SPEAKERS

Many thanks go to the excellent speakers we had at our last FEDOT meeting on March 4, 2006.

David Van Zandt with Kidde-Fenwal and Britt Johnson with Ansul presented individual programs and then joined together to field questions on how to identify and what to do with pre-UL-300 Fire Suppression Systems.

Harold Freeman with the Texas Construction Association presented an excellent program to better identify who they are and what membership benefits we can expect as new members of TCA. Please be reminded that a portion of your FEDOT dues will go towards membership in TCA.

Robert H. Leonhart and Tom D. Hewitt introduced themselves and presented a program about the Firemen's Fund Heritage Program. Firemen's Fund is becoming very active and has created specific insurance products for fire protection service and installation companies.

Larry Angle presented an update on electronic monitored extinguishers. There was information from both the manufacturing (product availability) side and the Code side regarding this subject.

Debbie Cox offered an update on the Fire Extinguisher Advisory Council regarding the recent rule changes. She also reviewed the process for changing Rules and openly invited members to contact her for help and assistance if they believe that more changes are needed.

YELLOW TAG AN AHJ PERSPECTIVE

This roving reporter has had his ear to the ground regarding the new Yellow Tagging requirements for all pre UL-300 Fire Systems. We have heard that the City of Fort Worth thinks it is "unfair" to use this requirement "to sell an upgrade" until January 2008. Frisco takes a totally different position and says "git r done". Several major Authority having Jurisdiction officials have requested explanations and have raised questions which indicate there is a certain level of misunderstanding. It is probably a good thing that these Rule changes impacted the Sprinkler and Fire Alarm people at the same time it impacted fire extinguisher licensed people. Unofficially not every AHJ is happy and we would not want these feeling directed only at us.

FEDERAL PANEL PROBES FAULTY SMOKE DETECTORS

Federal safety officials are investigating flaws in a popular smoke and carbon monoxide detector after devices installed in off-campus housing near Penn State University were found to be inoperable.

Investigating complaints, fire inspectors in State College, Pa., found last month that many of First Alert's ONELINK detectors had drained their batteries less than six weeks after installation. National Fire Protection Association codes call for detectors to work for a year on the same batteries.

BRK Brands, which makes First Alert products, says an investigation is underway. "This is a considerable nuisance," spokeswoman Debbie Hanson says. "We definitely will fix this as soon as possible."

The company says the Consumer Product Safety Commission is reviewing the issue. "There is not any indication that this safety device is working one day and failing the next minute," commission spokeswoman Julie Vallese says. Vallese says the commission will not discuss specifics during an open investigation.

The \$40 detectors have been installed in about 30,000 U.S. homes to create wireless safety networks, according to First Alert. Unlike conventional smoke detectors that are independent units, ONELINK detectors communicate with each other wirelessly, sounding a multi-room alarm that can easily be heard throughout the dwelling.

"What you are seeing in State College could be a microcosm of what is happening across the country," says Ed Comeau, director of the Center for Campus Fire Safety in Amherst, Mass.

Karen Haggerty, a Home Depot spokeswoman, said Wednesday that the home-improvement retailer will pull the ONELINK alarms from its shelves nationwide.

YELLOW TAG DISCUSSION

Please come prepared to participate in a Round Table Discussion on your experiences with the new Yellow Tag requirements. It has been approximately six months since this program was initiated and we are certain that there are several stories worth sharing with the group. Mark Redlitz SFMO normally attends our meetings so we can include the State in our discussion and maybe even clear up some of your unanswered questions.

CAN I REMOVE EXTINGUISHERS FROM A VACANT BUILDING?

How many Newsletter readers have received a call asking that question? I'll bet it is quite a few because I know how frequently I get asked the same question. It seems like people think that a vacant building is fire proof. Or do they see it as a way to cash in by selling everything in the building? Or if it is vacant do they think no one will be available to operate the extinguisher? No matter the motivation for the question, an answer must be formulated and the reason(s) for your response must be well thought out.

Generally speaking it has never been an acceptable practice to remove equipment from the property or take a fire system out of service or discontinue maintenance on any existing fire equipment just because a property is vacant. I am not aware of any Code that changes the occupancy classification of an empty building. And I would assume that the insurance carrier would have a strong opinion in favor of maintaining in-place equipment.

And what exactly is a vacant building? Is it a building that not longer houses people? Are there extinguishers in a robot operated warehouse? We installed a suppression system in a robot painting operation and the local Fire Marshal wanted strobes and horns (I guess he was concerned about the visually and hearing impaired robots) throughout the facility.

Or is a vacant building a structure that does not have merchandise on the shelves? If it no longer has merchandise on the shelves is it necessary to remove the shelves? What is the definition of "no merchandise on the shelves"? What happens if someone leaves an empty McDonalds bag on the shelf? Do you see how ridiculous it becomes? Also if the warehouse is reactivated would it be necessary to hang extinguishers before merchandise is placed on the shelves?

Do you shut off (and drain) a fire sprinkler system? Do you shut-off the heaters in a building or put anti-freeze in the sprinkler system? Do you disable a Fire Alarm Panel? I remember reading that someone was fined for "converting a smoke detector to conceal a video surveillance camera" stating that the public had a reasonable expectation to believe that a smoke detector was actually a smoke detector and that it actually works because it was placed there for their protection. I believe that a sprinkler system or a fire alarm system or extinguishers must be maintained and be functional.

I have always believed this to mean that a fire extinguisher needed to be a fire extinguisher and that there was a "reasonable public perception" that it was in good repair (certified with a tag) and ready to be used for its intended use. If we were to carry this logic forward we could say there is a reasonable public perception that there must be fire extinguishers in every building.

After the last call I received on this subject I decided to record my responses for all to read. The above is what I told this individual regarding my understanding and that it is my opinion that fire extinguishers (including annual maintenance) could not be eliminated from his building.

I hope I am correct. Does anyone out there have another position or set of thoughts on this subject? This Newsletter will be vastly better if we can include your thoughts on this subject (or other subjects).

THERE IS A STAR AMONGST US

It is time to brag on one of our own. Larry Angle has been elected as the new President of the National Association of Fire Equipment Distributors (NAFED). Larry was the President of FEDOT for two terms (1997-2002). He was elected to the NAFED Board of Directors in 2003 and held that position until this year when he was elected to be their new President. Congratulations Larry, I trust your experiences will prove to be valuable in your new position.

Larry and other NAFED Board members have worked diligently to take down any barriers that existed in the past between NAFED and all of the State and local organizations. Membership in both organizations is encouraged. There are subjects that have National implications that will affect us as well as there are issues in each State that require local involvement and local monitoring. FEDOT will never address a national issue and NAFED will not involve itself in any local needs. Both organizations are needed and your membership and involvement is helpful.

Larry has been active in several associations including Fire Suppression System Association, National Fire Equipment Distributors, and Fire Equipment Distributors of Texas. Larry is also one of the authors of the FEDOT Mike Hardin Training Program.

THIS CAN BE A SCARY BUSINESS

A vast number of FEDOT members sell and service Kitchen Fire Suppression Systems. It is a good business but it can sometimes be a nerve racking business. We all have received calls from business owners indicating that their fire system has discharged. Recharging is usually a very important part of our business so we get up in the night, go out in the cold, and work weekends etc. because post discharge work goes to the head of the line and is usually very profitable.

Some of those calls come in from owners that are in distress, others are puzzled, some are angry at themselves or an employee and sometimes they are elated or jubilant. We like calls from owners that are happy especially when we hear those magic words "that fire system saved my business".

One Sunday the on-call pager went off. The answering service gave me the particulars so I returned the customer's call. To my delight I heard those magic words. According to the customer it is their practice to drain the fryers every Saturday night after they close. During the night an electrical fire started in the electrical box that the electric fryer was plugged in to. The box was saturated with cooking oil causing a large fire. Eventually the fire climbed the wall and ignited the filters and eventually tripped the fire system. Because the electrical shut off controls functioned properly the fryer (including the involved electrical box) was de-energized. This fire system was monitored so the fire was out when the Fire Department arrived.

An electrician spent numerous hours re-wiring this kitchen. Over the years various electricians had made modifications (likely not code-compliant) and these incorrect modifications likely caused this fire. They had several gremlins besides the fryer in their electrical systems.. The owner lost a lot of frozen fish because his freezer was on the same electrical circuit.

I am pleased to report that we saved another business. But I do wonder if all high volume fish restaurants only change their cooking oil one time each week?

**Next FEDOT meeting is
October 14, 2006**

WHERE HAVE ALL MY FRIENDS GONE

By Phil Foster

I'm frustrated! Sure thing, welcome to the Fire Business right? My frustration, however, is from a somewhat different arena. My past.

I am a new comer to the fire business. I've only been around five years. In some businesses that would make me a seasoned veteran, but it does not in the fire business. I think there is a good chance I'll be the new guy in the business for another ten years. That however is not my frustration.

My frustration is that I am a friendship and relationship type of person. That is what makes me tick. I came here after 25 years in an industry where competitors dared to be friends. Most of my friends come from that industry and many of them were also my competitors. I have been able to develop a few of these relationships in the fire equipment business, but very few. The overall attitude in this industry seems to be that the competitor is also the enemy.

My attitude is that there is enough business out there for everyone. If I ever get to the point where I have it all I am probably too cheap. I think we have to get past the attitude that others in the industry are the enemy. I think we must get to a point where we are at the very least friendly enough to cooperate in attacking the industry and not each other. We will never maximize our profitability until we learn to cooperate and share information. We will never do that as long as we are non communicative adversaries.

We may never get to this point in the industry, however, put me on the side that votes for friendship, relationship, and teaming together to attack the industry and make it safer and more profitable. I am convinced that we all have the same problems, why can't we work together to attack these problems instead of each other.

FEDOT is a perfect forum to do just that. We all have to be active. We have to get our friends in the industry to join us. OOPS!!! There, we've been full circle. Let's rally together to be friends and be profitable.

I look forward to seeing you all at the FEDOT meeting next month.

MEET US IN BUDA, TEXAS

Please plan to attend the next FEDOT Meeting. We will gather at Cabela's in Buda, Texas on Saturday October 14, 2006. Cabela's has provided excellent facilities for several of our meetings. This will be our second visit to Buda. We held our annual meeting in their Fort Worth (Alliance), Texas property earlier this year.

We will have a representative from the National Association of Fire Equipment Distributors as our key-note speaker. We understand that he will speak specifically about electronic monitoring and the need to gather survey information on the successful performance of fire extinguishers.

We will hold our Regular Business Meeting, discuss the latest news and updates and have a round table discussion on the new rules governing Yellow Tags.

If our meeting is not motivation enough, come and check out this world class sport and outdoor store. And if you need more enticement come for the exotic dining (at fast food prices). I particularly like the buffalo burger and the venison bratwurst. If your taste does not run towards game meat they do have regular food items like hot dogs and beef hamburgers. And there is a salad bar for those that want to forage like a game animal. This place is close to being a travel destination.

And do not forget to join us on Friday October 13, 2006 for the Train the Trainer Program that will be presented by NAFED. Cabela's will also host that meeting. Come for both meetings, have a bratwurst one day and a buffalo burger the next. Bon-appetite.

Direct comments to

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Articles and information contained herein are accurate to the best of our knowledge. The opinions and interpretations expressed are the responsibility of the individual authors.

WATCH YOUR LANGUAGE BY BRUCE CARTER

Words paint pictures. In the world of selling, the words that we choose to use in the sales process are vitally important because of the vivid pictures they paint in the minds of the prospective buyers. Our words either paint very positive mental pictures – ones that encourage the prospect to buy, or they paint a very negative mental picture – ones that may actually create a subconscious fear of buying.

Experts agree that a primary reason people fail to buy is fear. Fear of making the wrong decision. Fear that the product or service will not perform as promised. Fear of paying too much. Certain words can intensify that fear.

The words contract and sign in a sales presentation can cause some prospects to hesitate or even refuse to buy. As soon as the word contract is mentioned, fear sets in.

When asked to “sign the contract” the buyer recalls his parent’s stern warning not to sign anything. When you sign something your very life is in jeopardy. Only a crazy person would sign a contract!

A better word choice than sign and contract is OK or approve or even autograph. Refer to the paperwork or the agreement rather than the contract.

Prospective buyers are always more willing to OK the paperwork.

Consumers like to own things, but are not nearly as fond of buying them. Buying always requires the spending of hard earned money. People love to own things but do not like to buy and most certainly do not want to be sold!

Professional sellers do not suggest prospects spend money on fire equipment or service, but rather encourage them to invest in those things. Everybody knows that when the money is spent, it is gone but when it is invested it returns.

Yet another example would be that the valued customer’s fire extinguishers are much better off being repaired at the service center rather than just “back at the shop”. A service technician is certainly going to be more professional, knowledgeable and qualified than simply a driver or recharge man.

It is true that there is only one best way to say anything. The pros have learned that the best way to say it includes the use of positive, value-adding words and the avoidance of fear-causing ones. So fire protection professionals, start watching your language and start watching your sales grow!

Bruce Carter is a popular motivational speaker and sales trainer specializing in the fire equipment industry. As president of North American Fire Sales, Bruce travels across the U.S. and Canada teaching rock solid selling techniques with a motivating presentation style that can be described as “nothing short of contagious”.



For more information on his Basic Selling Skills for the Fire Protection Professional seminar, visit www.nafiresales.com or call (513) 772-3778. www.nafiresales.com or call (513) 772-3778.

WOULD YOU SELL AN END-USER “REPLACEMENT PLASTIC TAMPER SEALS”?

In the last Newsletter I wrote about a cross-town competitor that was trying to recharge an industrial dry chemical cylinder for an end-user. He had only a Type-B License and was just treating this as shop work. I had two concerns; first a fire system recharge involves more than refilling cylinders. To do a complete job it is necessary to blow out the piping, replace blow-off caps, determine what caused the fire and try to do what is possible to insure that it does not happen again (for the same reason). Second I consider it a requirement to affix a fresh tag after the work is done. This is the way you tell your customer that you certify your work and certify his fire system. Also, by removing the old tag, you are transferring liability from the previous servicing or installing company to your company. I stand firm with what I said in that article and now another situation has come up so I write yet another article.

Now the shoe is on the other foot; today I

received a call from an end-user customer asking to purchase replacement plastic tamper seals. As he tells his story he is in a remote part of the state on a gas rig. His in-house safety inspection revealed that there were several extinguishers with broken or missing seals. Of course he claims every extinguisher is ready to be in service. “All that is wrong is the seal is broken”. He may be correct but how am I to know? I refused to sell him replacement seals and suggested that either we service his extinguishers or he call the ECR holder that last serviced his extinguishers. He reported that he already had made that call and the service company said the same thing. He was told they would be glad to visit his site, service his extinguishers and hang a fresh service tag and a new tamper seal. I am sure he was also told they would need to write a service invoice. This is likely when the end-user decided there needed to be a more cost effective solution. Since I turned him down I am certain he kept calling around.

Hopefully he got consistent answers from other ECR holders and he begins to understand that there is more to servicing an extinguisher than installing a new tamper seal and a fresh tag.

Pete Frayer

WE NEED YOUR E-MAIL ADDRESS

There have been several occasions where FEDOT wanted to communicate with its member companies. It reminds us that nearly everyone nowadays has an e-mail address. We do have many of your e-mail addresses on file and do periodically use that method to communicate. If we do not have your e-mail address you need to be certain we get it. Please check the current Members Directory. Whatever information that is printed in the directory is the extent of the information the Association has on file for you. If it is incorrect or lacking please make certain you get it updated.



FEDOT OBJECTIVES

1. To cooperate with local fire chiefs and other interested governmental officials in order to secure the adoption of uniform standards and ordinances governing fire equipment and uniform interpretations thereof.
2. To recommend to the fire equipment industry such trade policies and practices as will stabilize the industry and protect the public interest, to eliminate any practices which cause injury to the industry and to the public, to gather and disseminate information and ideas which will improve Texans protection against losses from fire, and to increase the professionalism of the Texas fire equipment industry. Each member of FEDOT acknowledges the ongoing responsibility implied in the sale and maintenance of fire protection equipment, and pledges to perform services with

a high standard of honesty, skill and integrity that will foster the profession of fire equipment distributors.

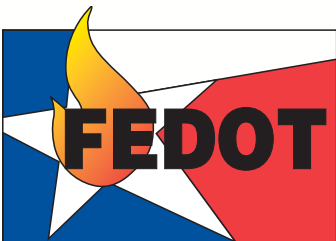
3. To further the joint interest of, and build good-will between, distributors, dealers and manufacturers of the fire equipment industry.
4. To gather information, statistics, and data that pertains to the fire equipment industry, and to share such information with members, governmental agencies, and interested persons.
5. To cooperate with insurance companies, governmental officials, manufacturers of fire equipment, and others who may be of assistance in furthering the purposes of FEDOT.

6. To provide a forum for the exchange of business information. (Certain information will be restricted to members)

7. To sponsor research studies and in other ways assist members in the pursuit of increased awareness and utilization of our services.
8. To promote fellowship and cooperation among fire equipment distributors in Texas.

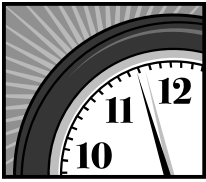
The objectives are also embodied within the FEDOT Code of Ethics. If you have any questions about the objectives and purposes of FEDOT, please contact us.

Next Meeting: October 14, 2006 Cabela's Buda, Texas 76179



FIRE
EQUIPMENT
DISTRIBUTORS
OF TEXAS

P O Box 179 Palestine, Texas 75802-0179



MINUTES

Minutes for March 4, 2006 Meeting

FEDOT Spring Annual Meeting

Cabela's
12901 Cabela Drive
Fort Worth, TX 76117

Meeting was called to order at approximately 1:00 after all of the invited speakers had presented their programs. David Mettauer President presided over the meeting.

Introductions were made first thing in the morning for all in attendance and invited guests.

All of the Speakers were excellent:

Mr. David Van Zandt, Kidde-Fenwal Inc. was one of our morning Keynote speakers. He and the Ansul Representative each presented programs that discussed the various aspects of UL-300, including the history of their products. David started back with the HDR (dry chemical) Systems and the Belleville Control Head in order to set the historic perspective of what products may be encountered in the marketplace and what old products are reusable (if serviceable). He covered both generations of Aqua-Blue Systems, the early Kidde/Range-Guard product offering all the way up to the current XV Control head. He was clear in what is reusable and what is not plus gave some solid advice on the "best way to update a fire system".

Mr. Britt Johnson, Ansul Incorporated was our other morning keynote speaker. His presentation also started with the early R-101 dry systems, the first generation R-102 (pre-1994) systems all the way up to and including the current R-102 product offering. He told the group what tools are available to assist and recognize the exact vintage of a particular model Ansul System.

Both speakers then made themselves available for a robust question and answer period since so many of the questions were not brand specific. This was a really excellent format for anyone to ask any questions regarding how we are to proceed forward as we start to aggressively update pre UL-300 systems as a result of the new Yellow Tag program.

Mr. Harold Freeman, Texas Construction Association spoke regarding what the TCA is and what areas they tend to get involved in. He indicated that this is their quiet time because the Legislature is not in session. Right now the emphasis is on getting candidates that would be friendly to TCA goals elected. Primary voting begins in March so regular elections can be held in the Fall. These newly elected representatives will then go to Austin and will create the Legislation that TCA will monitor. A typical legislative session will introduce 6000 bills and TCA will follow and try to influence 250-300 bills that are of specific interest to TCA goals.

Mr. Robert H Leonhart, RISC Inc and Mr. Tom D. Hewitt, Barnhard*Dunegan Insurance both introduced themselves, and introduced a Firemen's Fund Heritage Program that has been established to write insurance specifically for our type of business. Robert spoke specifically about his role in underwriting a policy, what he looks for and what pitfalls to avoid. Tom spoke specifically as a local agent about what it takes to get started and when to start if a company wants to look for a new insurance provider.

Larry Angle, M-Jacks Fire & Safety presented a program regarding the Code and Standard impact as it relates to the MIJA En-Gauge product. Larry is our regional NAFED Representative so he presented the NAFED program on this subject. He discussed the En-Gauge and how it meshed with the proposed changes to NFPA 10 that will be voted on in Las Vegas on June 4, 2006 at the next NFPA Convention. He also alerted everyone to the changes that were recently passed by the International Codes Council and will be in the next International Fire Code printing. Jim Hund, Amerex Corporation confirmed that Amerex has indeed dropped the En-Gauge product. Additionally Amerex and Kidde-Fenwal confirmed that they have moved away from MIJA as their gauge vendor. It appears that there is (at this time) a very small number of En-Gauges in service and that the likely hood of great numbers being in the marketplace in the future is limited (if all of the fire extinguisher manufacturers hold their ground). This could change in the future if MIJA succeeds in creating a customer demand for electronically monitored fire extinguishers and some manufacturer agrees to offer it as an option on their extinguishers.

Debbie Cox, Phoenix Fire gave us an update on the Rule Change Announcement that had just been mailed by the SFMO to every ECR holder. She also discussed how the process works and how every individual can participate and affect the type of rule change that they think needs to be made. As Chair of the Advisory Council she is in the best position to bring forth (or assist any individual) their proposal. She stressed that she will help and told every one how to contact her.

Business Meeting

David Mettauer called the business meeting to order after lunch.

Minutes from the Fall meeting on September 10, 2006 were passed out. A motion to accept the minutes as written was made by Steve Smith and seconded by Dee Smith. A unanimous vote to accept followed.

The Treasurers Report was passed out (on back of Minutes hand-out). A motion to accept the Treasurers Report as submitted was made by Larry Angle and seconded by Dee Smith. A unanimous vote to accept followed.

David announced that the Board had selected Jim Haase to fulfill the remainder of the term as Secretary. Denise Black had resigned because she changed jobs and left the industry. Jim will serve until that position comes due for election in 2007.

David announced that the Board had selected Phil Foster to fulfill the remainder of the term as Vice President. John Brannen had resigned because he changed jobs and left the industry. Phil will serve until that position comes due for election in 2007.

As a side note; John Brannen attended this meeting as a guest. He wanted to thank many of the friends that he made during his association with every one in the fire protection industry.

Elections were held for the following new officers:

Jim Shelton, M-Jacks Fire & Safety was nominated to be President by Debbie Cox and the nomination was seconded. A unanimous vote to elect followed.

David Mettauer, East Texas Fire Protection Ltd. was nominated to be Treasurer by Larry Angle and the nomination was seconded by Larry Wilson. A unanimous vote to elect followed.

There was a short discussion regarding dues and membership in Texas Contractors Association. It was pointed out that the cost of membership is set at \$100.00 per year for each FEDOT member company. It was further pointed out that this was a pass through expense. FEDOT dues were raised by \$100.00 and that was passed along to TCA. It was also noted that there is no contractual agreement with TCA. It can be renewed or not annually by the membership. It will not be voted on annually unless the membership wants it to be. The Board plans to review this decision on an annual basis. The dues for 2006 membership were paid in January.

It was announced that we have increased our membership to a total of 46 member companies and associates. Last year we had 32 members. We did lose several members throughout 2005 but grew sufficiently to overcome that loss and have a net increase of 14 members.

It was announced that we had an attendance at this meeting of 54 people. This may be the largest gathering to ever attend an annual meeting.

It was discussed that three years ago we arranged for NAFED to present a Haz-Mat Train the Trainer program in San Antonio. This program was scheduled in conjunction with our Fall Meeting (the following Saturday). As a reminder we were told that we can participate in this program at the NAFED member's price because they recognize our FEDOT membership. This training is required every three years. The Board has been directed to look into this training and maybe include it at our Fall Meeting. It was also discussed that the fall meeting is usually in the Houston or San Antonio area.

It was announced that the Newsletter was sent to six other state associations. The group was reminded that last summer in recognition of our tenth anniversary FEDOT mailed a free copy of the Newsletter to every ECR holder with a personal letter from our President asking them to "give us another look so they can see how we progressed as an association in ten years".

A motion to adjourn the business meeting was made at approximately 3:00 PM by Phil Foster and seconded by Larry Angle. The motion carried with a unanimous vote.

DOOR PRIZES!!



As always FEDOT is very appreciative of the generosity of our many associate member companies that donated door prizes. There was so many items that everyone went away with something.

Jim Hund, Amerex Corporation donated three \$50.00 Gift Certificates for Outback Steakhouse. The following are the lucky winners:

Marsha Hardin, Pol-Lee Fire, Fort Worth

Dee Smith, B&D Fire, Jacksonville

Joe Morris, A-1, Wichita Falls

Sara Chappell, Heiser Logistics donated the following:

Insulated Drink Cup to Phil Foster, Beck Industries, Fort Worth

Heiser Logo Kit for Custom Labels & Seals to Lewis Plenscia, Collins Fire, Carrollton

Heiser Ball Cap to Tom Wendorff, M-Jacks, San Antonio

Heiser Shirt to Larry Angle, M-Jacks, San Antonio

Heiser Shirt to Ray Garza, M-Jacks, San Antonio

Rick Hunter, Brooks Equipment donated that following:

Flashlight to Jim Haase, Safequip, Austin

Limited Edition Fire Truck to Raymond Brogdan, Pol-Lee Fire, Fort Worth

Steering Wheel Desk to Larry Wilson, ABC Fire, Richardson

Steering Wheel Desk to "Smitty" Smith, B&D Fire, Jacksonville

Brooks Shirt to Gary Smith, B&D Fire, Jacksonville

Brooks Shirt to Javier Elizondo, Collins Fire, Carrollton

Alan Owens, Badger Fire Protection donated the following:

Cabela's Gift Certificate to Rick Kimbrough, Kimbrough Fire Ext. Arlington

Tom Hewitt, Barnard*Donegan Insurance donated the following:

Cabalas Mug to Sara Chappell, Heiser Logistics, Carrollton

Cabalas Mug to Clint Burleson, Bacon Equipment, Dallas

Britt Johnson, Ansul Incorporated donated the following:

Ansul Mug to Jim Shelton, M-Jacks, San Antonio

Ansul Mug to Mike Whittacre, Hopkins County Fire, Sulphur Springs

Ansul Mug to Ricky Kimbrough Jr. Kimbrough Fire Ext. Arlington

Ansul Mug to Earl Gregory, Performance Equipment, Saltville

Ansul Mug to Kenny Kimbrough, Kimbrough Fire Ext. Arlington

Ansul Mug to William Gonzalez, Collins Fire, Carrollton

Ansul Mug to Leo Bray, Beck Ind. Fort Worth

Ansul Mug to Larry Ratliff, R&R Fire, Stephenville

Ansul Mug to Travis Jolliss, JL Harmon, El Paso

Ansul Mug to Debbie Cox, Phoenix Fire, Houston

Ansul Mug to Joe Scherbach, Bacon Equipment, Dallas

Ansul Mug to Pete Frayer, Kimbrough Fire Ext. Arlington

Ansul Mug to Sam Koetter, Phoenix Fire, Houston

Ansul Mug to John Brannen, Invited Guest

TREASURER'S REPORT



Beginning Balance \$3629.26

Deposits:

October 2005	\$950.00
November 2005	\$600.00
December 2005	\$6,090.00
January 2006	\$4,000.00
February 2006	\$1,500.00
March 2006	\$1,783.00
April 2006	\$300.00
May 2006	0
June 2006	\$125.00
July 2006	0
August 2006	0

Total Deposits \$15,348.00

Expenses:

Insurance	\$3,201.00
Misc. Meeting Expenses	\$1,571.53
Newsletter	\$921.40
Postage	\$44.87
Printing	\$284.95
Speaker Expenses	\$1,500.00
TCA dues	\$3,700.00
Web Hosting	\$388.00
Reimbursements	\$27.91
Office Supplies	\$187.08
Office Expenses	\$500.00

Total Expenses: \$12,326.74

Total Deposits \$18,977.26

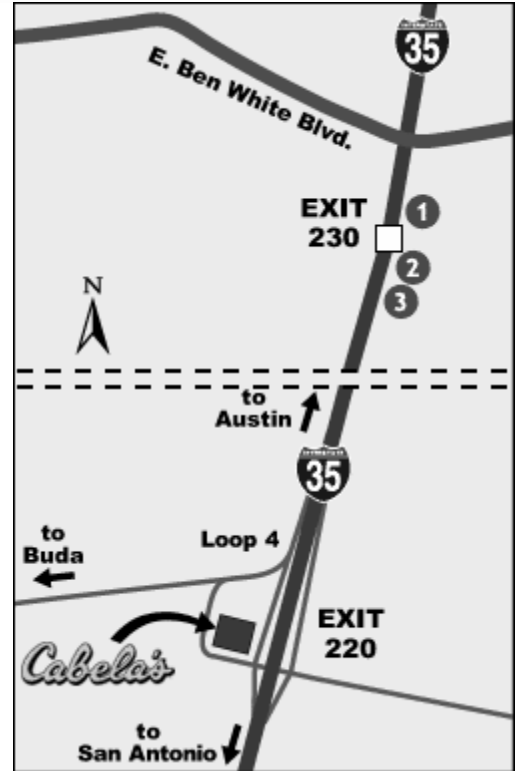
Total Available \$6,650.52

Savings \$4,651.51

Interest Oct. 05-Aug. 06 \$25.79

Total Savings \$4,677.30

Total Account Value \$11,327.82



Springhill Suites

4501 S IH-35
Austin, TX 78744
512-441-8270

Fairfield Austin South

4525 S IH-35
Austin, TX 78744
512-707-8899

Courtyard Austin South

4533 S IH-35
Austin, TX 78744
512-912-1122

October 14, 2006 FEDOT Fall Meeting

**Registration 9:00AM Coffee, Beverages
and Pastries**

Meeting to Follow



NAFED & FEDOT Present

2006 DOT Train-the-Trainer Seminar

Buda, Texas—October 13, 2006

This HazMat transportation training fulfills DOT requirements!

Per DOT regulations, HazMat employees must have knowledge of hazardous materials (HM), the Hazardous Material Regulations (HMR), and be able to perform assigned HazMat functions properly. They must be trained using a systematic approach that includes testing, documentation, and certification.

Do you and your staff qualify as HazMat employees? Per the Code of Federal Regulations, Title 49 (CFR 49), any employee who handles, recharges, hydrostatic tests, transports, ships, or orders fire extinguishers, pre-engineered, or engineered systems is a HazMat employee and must be fully trained, tested, and certified. Anyone in the shop, field, or office can be considered a HazMat employee. Even sales employees can be HazMat employees, because many common supplies and equipment used in daily fire equipment servicing are classified as hazardous materials.

We'll cover security requirements, Eddy current examination requirements for Aluminum alloy 6351-T6 cylinders, and new material of trade interpretations as they affect the fire equipment distribution industry.

NAFED's one-day DOT Train-the-Trainer Seminar will train an individual from your company to become the trainer for other HazMat employees. This seminar is structured specifically for you, the fire equipment distributor.

Each attendee will receive a copy of CFR 49, Parts 100–185, dated October 2003, with copies of revisions and updates that have been issued; a copy of the *Federal Motor Carrier Safety Regulations* with a companion guidebook that helps explain these regulations; and a copy of the *Emergency Response Guidebook*. Attendees will also receive training aids (both printed and electronic copies on disk) including examinations, certificates, record forms, and other materials to train, test, and certify additional employees. (Additional employees that attend may choose not to receive training materials.)

If these dates and locations are not convenient, we can provide customized training at your facility. Please contact NAFED for information and cost estimates.

NAFED reserves the right to cancel or reschedule the training seminars. See the seminar's registration form for pricing, location, and hotel information.

**Attend this seminar
and earn 8 EECs (Experience
& Education Credits)
toward your NAFED
certification renewal!**

National Association of Fire Equipment Distributors

104 South Michigan Avenue, Suite 300 • Chicago, IL 60603 • Tel (312) 263-8100 • Fax (312) 263-8111 • www.nafed.org

This year's DOT Train-the-Trainer Seminars will cover three main topics:

1) Transportation of Hazardous Materials

We'll review and update the regulations with which all fire equipment distributors must comply. These include shipping paper preparation and retention, emergency response information, driving requirements, labeling and marking requirements, documentation and recordkeeping, packaging, vehicle loading, placarding, commercial driver license requirements, safety issues, and material of trade exemptions.

2) Security Requirements for the Transportation of Hazardous Materials

As a result of the September 11, 2001, terrorist attacks, the DOT has issued some new regulations. All employees involved in the transportation of hazardous materials must receive security training. Further, companies that operate vehicles requiring placarding are obligated to develop and use a written security plan.

Did you know that the DOT has been fining fire equipment distributors for not providing proper security training and plans, or that all CDL drivers with a hazardous materials endorsement will have to undergo a security check before their CDL will be renewed?

We'll provide information that your company can use to help you comply with the new security requirements.

3) Aluminum Alloy 6351-T6 Cylinders

The Pipeline and Hazardous Materials Administration issued Docket No. PHMSA-03-14405 (HM-220F) as a final rule on August 29, 2006. This final rule includes an inspection and testing program for early detection of sustained load cracking on cylinders manufactured of aluminum alloy 6351-T6. This includes enhanced visual inspection and eddy current testing.

We have invited an industry expert to provide information on the eddy current operation, training and regulatory requirements. This final rule will be reviewed at the beginning of the seminar.

If conflicts prevent the eddy current representative from attending, we will still conduct a thorough review of the the DOT's new final rule.

Since 1993, NAFED has conducted DOT Train-the-Trainer Seminars covering relevant hazardous materials transportation regulatory information. Specifically designed for the fire equipment distribution industry, these seminars are constantly updated to reflect changes in federal regulations.

This year's DOT Train-the-Trainer Seminar has been revised and expanded to reflect numerous changes that have taken place in CFR 49 (Code of Federal Regulations, Title 49, Transportation). Since the October 2004 edition of CFR 49 was issued, several major revisions have been made. These revisions effect the everyday operations of every fire equipment distributor.

We have the experience and expertise to meet your needs!
Attend the HazMat training seminar designed specifically for companies in the fire equipment distribution and service industry.



NAFED / FEDOT DOT Train-the-Trainer Seminar Registration Form

Buda, TX • October 13, 2006

Cabela's • 15570 IH-35 • Buda, TX • Tel (512) 295-1100

Registration and continental breakfast: 8:30 AM • Seminar: 9 AM-5 PM

See Lodging information on reverse side

Please fill in the following information.

Company Name _____
(or attach business card)

Address _____

City _____ State _____ Zip/Postal _____

Telephone _____ Fax _____

NAFED member? Yes No State association member? Yes No

Explanation of fees: Registration fees include training materials for attendees plus additional printed and electronic copies for use in training other employees. Material includes exams, training record forms, and study booklets. Lunch and beverage breaks are included in the registration fee.
Cancellation Policy: All cancellations made up to one week prior to the seminar are subject to a cancellation fee of \$50 per registrant. No refunds will be made after that date.

It is important to us that you enjoy the seminar. If you have any special needs or require special accommodations due to a disability, please check here and we will contact you to find out how to best meet your needs.

Fee Schedule	First Attendee	Additional Attendee(s) With Materials	Additional Attendee(s) Without Materials
NAFED / FEDOT Members	\$250	\$225	\$125
Non-Members	\$325	\$300	\$225

Name	Price for Attendee(s) (see schedule above)
1.	
2.	
3.	
4.	
5.	
Total Amount Due	

Payment Method

CHECK ENCLOSED (payable to NAFED)
 VISA
 MASTERCARD
 AMEX

NAME ON CARD _____ ACCOUNT NUMBER _____
 SIGNATURE _____ EXPIRATION DATE _____

Please mail or fax this form to NAFED with payment:

NAFED • 104 S. Michigan Ave., Ste. 300 • Chicago, IL 60603 • Tel (312) 263-8100 • Fax (312) 263-8111 • Website www.nafed.org

NAFED reserves the right to cancel or reschedule any of the seminars due to low attendance or scheduling conflicts.



1. **Springhill Suites**
4501 S IH-35
Austin, TX 78744
512-441-8270
2. **Fairfield Austin South**
4525 S IH-35
Austin, TX 78744
512-707-8899
3. **Courtyard Austin South**
4533 S IH-35
Austin, TX 78744
512-912-1122