FCIA Education & Committee Action Conference - 2008

Firestopping & Compartmentation
For the Future
Firestop ECA 2008

• What has FCIA Done/Doing
  – FCIA Committees
  – FCIA Liaisons
  – FCIA Membership
  – FCIA Relationships
FCIA ECA 2008

• Presidents Message
  – *Keys to Future Success*
    • Firestopping in Place Reliability
      – Design
      – Installation
      – Inspection
      – Maintenance

• Effective Compartmentation
  – Fire-Smoke & Other Resistance
FCIA 2008 Presidents Message

• Presidents Message
  – Welcome

• Speakers
• Guests
• Spouses

• FM – Jeff Gould
• UL – Betsy Titus
FCIA 2008 Board of Directors

• Tom Hottenroth, Firestop Solutions, Inc. - President
• Bill Hoos, JHC Firestop, Inc. – Vice President
• Scott Rankin, Pyro-Stop, LLC – Treasurer
• Randy Bosscawen, Multicon Fire Cont. – Secy.
• Aedan Gleeson, Gleeson-Powers, Inc. - Director
• Bob Hasting, Specialty Firestop Systems – Director
• Gary Hamilton, Hamilton Benchmark – Director
• Don Murphy, PPMI Firestop, Inc. - Past President
• Mike Dominguez, Firestop Specialties, Inc.-Past President
FCIA 2008 Board of Directors
FCIA 2008 ECA

- FCIA Committee Updates
FCIA 2008 Membership

• FCIA Membership – Bill Hoos, Chair
• FCIA Membership Committee Update
FCIA 2008 – New Members

• FCIA New Contractor Members – Q1 2008
  – Unitek Technical Services – HI
  – Carolina Insulation Contractors – SC
  – Central Alberta Energy Savers – AB
  – City Renovation & Trim, Inc. – MI
  – Carciofoni Company – MN
  – Hudson Bay Insulation – WA
  – J.P. Larsen – IL
  – Murray Drywall of Texas, Inc. – NE
  – Platinum Coatings Inc. – NY
  – Firestop Technologies, Inc. – MO
  – Firestop Technologies, Inc. – NY
  – Michigan Firestop – MI
  – Mountain States Engineering, Inc. – CO
  – Paladin Construction - NY
FCIA 2008 - Membership

- FCIA New Contractor Branch Members – Q1
  - JHC Fire Containment Solutions, Inc. – PA
  - JHC Fire Containment Solutions, Inc. – PA
  - Performance Contracting – KS
  - Performance Contracting – WA
  - Performance Contracting - IN
  - American Firestop Solutions – KY
FCIA 2008 - Membership

• FCIA New Manufacturer Member
  – Nelson Firestop Products
FCIA 2008 Membership

• FCIA New Associate Members
  – Pacific Firestop Supply, Inc. – WA
  – Sales Management, Inc. – WA
FCIA 2008 Membership

- FCIA Membership – Bill Hoos, Chair
- FCIA Membership Growth – Dec. 07 - 171
  - January 1999 – 38 Ctr. 0 Mfr. 0 Branch 0 Assoc.
  - April 2006 – 77 Ctr. 10 Mfr. 8 Branch 12 Assoc.
  - April 2007 – 95 Ctr. 7 Mfr. 4 Branch 24 Assoc.
  - April 2008 – 116 Ctr. 7 Mfr. 10 Branch 21 Assoc.
  - April 2007 – 14 new members – 128 members
- April 2008 – 24 new members – 156 members
  - FCIA Retention about 88-94%
FCIA 2008 Membership

• FCIA Membership – Bill Hoos, Chair
  – FCIA Membership Growth
    • December 2000 – 40 Members
    • December 2005 – 123 Members
    • December 2006 – 141 Members
    • August 2007 – 155 Members
    • December 2007 – 171 Members
    • December 2008 – 200++ ??
  – FCIA Retention about 88-94%
Firestop ECA 2008

FCIA Membership – *Member Benefits*

- **FCIA Website Listing** – *5000+ Visits/Mo.*
  - Members Only Access
  - Powerpoint Presentations –
  - AIA CES Approved

- **FCIA Publications**
  - Enewsletter
  - Life Safety Digest
  - FCIA Manual of Practice- Discount

- **Committee Membership**
  - FM 4991 Approved, UL Qualified
  - Apprenticeship
  - Technical, Codes, Standards
  - Program

- Relationships…
Firestop ECA 2008

FCIA Membership – Benefits

• FCIA Conferences
• Specialty Firestop Contractor Advocacy
  – Codes
  – Specifications
  – BOMA, GSA, Others…
FCIA Advocacy Strategy

• 1<sup>st</sup> = Firestopping
• 2<sup>nd</sup> = Effective Compartmentation
• 3<sup>rd</sup> = Total Fire Protection
  – Fire & Smoke Walls/Floors/Barriers/Partitions
  – Firestopping Systems
  – Fire Doors & Hardware – Rolling/Swinging
  – Fire / Smoke Dampers, Fire Rated Glazing
  – Detection & Alarm Systems
  – Sprinkler Systems
FCIA Philosophy
Effective Compartmentation Features

New UL test standards for Life Safety Dampers will take effect in July 2002
Firestop ECA 2008

• Building Relationships - Industry Specifiers
  – Construction Specifications Institute
  – Construction Specifications Canada
  – SCIP, ALA
  – International Code Council
  – NFPA
  – SFPE
  – FM Approvals
  – Underwriters Laboratories
  – BOMA
  – DBIA, AGC, ABC
  – ASA
  – ASTM
  – Others…
Firestop ECA 2008

• What has FCIA Done?
  – Accreditation
  – Apprenticeship
  – Technical
  – Codes & Standards
  – Education
  – Marketing
  – Program

  – Specialty Firestop Contractor
    the Radar Screen
Firestop ECA 2008

• FCIA Accreditation – Aedan Gleeson, Chair
  – Jeff Gould, FM ~ Betsy Titus, UL
    • Specifications – 40% + (-) 10%
    • Holding – 20% + (-) 10%
  – DRI Exam – Contractors, Inspectors
    • FCIA Manual of Practice
    • FCIA Pre-DRI Exam Seminar
  – FCIA -FM Auditor Education Seminars
  – MasterSpec, SpecLink
Firestop ECA 2008

• FCIA Accreditation—Aedan Gleeson, Chair
  • Code Submission –
    – ICC International Building Code
    – NFPA 5000 – 101
    – Canadian National Building Code
  • “Certified Contractors by Approved Agencies”
FCIA 2008 Accreditation

• UL Qualified Firestop Contractors
  – FCIA & UL Development –
    • Accreditation Committee - 2005 - 2008
    • What are biggest challenges?
      – Quality Manuals?
      – Audits?
      – Procedures?
FCIA 2008 Accreditation

- UL Qualified Firestop Contractors
  - *FCIA added UL QFC*
    - *MasterSpec, SpecLink*
    - *Canada Presentation – May, 08*
  - *FCIA ICC Code Proposal*
    - “Certified Contractors by Approved Agencies”
Firestop ECA 2008
Accreditation - FCIA / UL Partnership

• FCIA / UL Education Partnership
  – Firestop Contractor & AHJ Education
    • FCIA Pre DRI Exam Preparation
      – Contractors & AHJ’s - Exam
      – UL Quality Management System Education
Firestop ECA 2008
Accreditation - FCIA / UL Partnership

• FCIA / UL Education Partnership

• Total Fire Protection Systems Symposium
  – Chicago – March 15, 2008 – BIG SUCCESS
  – CA – January 31, February 1, March – 100+
  – CA – April 10 – 50+
  – Northeast – September, 08
  – Chicago, Toronto, NY…elsewhere?

• Build Demand for Contractors….
  – Think National, Act Local … Make it happen!
    • Fire Marshals, Building Officials
    • A/E’s, Specifiers, SFPE, AIA, CSI, ICC Chapters,
Firestop ECA 2008
Accreditation - FCIA / UL Partnership

• FCIA Promotion
  – Insurance Industry – 2008/9
    • Firestopping
      – Recognition
    • Effective Compartmentation
      – Inspection Checklist
    • Building Owner Discounts….
      – Hold Premium if…
Firestop ECA  2008

• Bob Hasting – Apprenticeship Chair
  – US DOL / FCIA National Standards
    • FCIA Development work - 2003-2008
  – Bureau of Apprenticeship Training States
    • BAT States - 23
  – State Apprenticeship Committee States
    • SAC States - 27

Think National, Act Local

The Firestopping Trade....
Firestop ECA 2008

- Apprenticeship
- US DOL FCIA Standards RESULT
  - State Licensing of Firestop Contractors
  - Local Davis-Bacon Wage Justification
  - “That’s Firestop / Containment Work”
  - FCIA Firestop Education Program
    - Union Firestop / Containment Workers
    - Non-Union Firestop / Containment Worker

- Think National, Act Local
Firestop ECA 2008

• Apprenticeship
  – US DOL FCIA Standards
  – **NEW O-Net Classification – NEW**
    • 47-4099.99 – “Construction Workers”
  – **O-Net Classification – OLD**
    • 47-2131.00 - Insulation Worker
    • Sets stage for local Davis Bacon Wage Setting
  – In Process **Firestop/Containment Worker**
Firestop ECA 2008

• Technical – Mike Dominguez, Chair
  – Quality Assurance – 2nd Q 2008 – HERE!
  – Testing & Glossary – 2008
  – Perimeter Fire Protection Section Review
  – Canada Amendments Published ‘06
  – Apprentice Modules - 2008
  – Inspection Module – 3rd Q 2008
Firestop ECA  2008

Bob Hasting, Education & Technical Consolidated Education to Technical

- FCIA AIA CES Presentations
  - FCIA Firestopping Education Program
    - Firestopping Quality Process – UPDATED ‘08
    - Firestopping DRI Exam Education – UPDATED ‘08
  - FCIA Compartmentation Symposium
  - FCIA / UL Total Fire Protection Symposium
- FCIA Apprenticeship Education Program
- FCIA DVD Firestop Education
Firestop ECA 2008

Bob LeClair, Gary Hamilton, Code Committee Co-Chairs

- Code Development Process Participation @ ICC & NFPA
  - Committee Hearings
  - Final Action Hearings
- Bill Koffel, FCIA Code Consultant
- Bill McHugh, FCIA Exec. Director
  - FULL UPDATE THURSDAY…
Firestop ECA 2008
Standards Committee

• Randy Bosscawen - Multicon Fire Containment, Standards Chair
• ASTM Committee Meetings
  – E05 – Testing Standards
  • Bring Field to Standards Process
    – Bob Hasting – West
    – Mike Dominguez - East
Firestop ECA 2008
Standards Committee

• Randy Bosscawen - Multicon Fire Containment, Standards Chair

• ASTM Committee Meetings
  – E06
    • ASTM E 2174 & ASTM E 2393
      – FCIA’s San Antonio Meeting – Roger McKenzie
      – FCIA Drove Standard Development

• ASTM Firestop Inspector Credentials Standard
• FCIA at ASTM other committees …
Firestop ECA 2008

• Standards - UL 1479 / 2079 – (STP)
  Standards Technical Panel – Bob Hasting
  – Bring Field to Standards Development Process
  – “W”, “L”, Movement, Chemical resistance
  – Chase wall caulk and walk – Sept. 20, 2008
    • FCIA letters to UL, IFC
  – FCIA Member STP Members
    • Randy Bosscawen
    • Don Murphy
    • Bill McHugh
    • Mike Dominguez
    • Bob Hasting
    • Kathy Taraba
    • Others…. 
Firestop ECA 2008

- Standards - UL 1479 / 2079 – (STP) Standards Technical Panel –
- Bob Hasting, Randy Bosscawen, Gary Hamilton
  - Bring Field to Standards Development Process
Firestop ECA 2008

- Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  - Bring Field to Standards Development Process
  - Movement
    - Structural
    - Thermal
    - Shock
  - Exposure –
    - Chemical, detergents, resistance
Firestop ECA 2008

- Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  - Bring Field to Standards Development Process
  - Exposure –
    - Chemical, Biological, Radiation
    - Detergents
    - UV – Sunlight
    - Others…
Firestop ECA 2008

- Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  - Bring Field to Standards Development Process
  - Labeling
Firestop ECA 2008

• Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  – Bring Field to Standards Development Process
  – FCIA Member STP Members
    • Manufacturers - Brandon Courdts – 3M
    • Chad Stroike – HILTI
    • Tim Mattox Tremco
    • Craig Boucher – Grace
    • Others
Firestop ECA 2008

- Standards - UL 1479 / 2079 – (STP)
  Standards Technical Panel
  - Bring Field to Standards Development Process
  - “W”, “L”, Movement, Chemical resistance
  - FCIA Member STP Members - Contractors
    - Randy Bosscawen
    - Gary Hamilton
    - Don Murphy
    - Bill McHugh
    - Mike Dominguez
    - Bob Hasting
    - Kathy Taraba
    - Others....
Firestop ECA  2008
Standards Committee

• Randy Bosscawen - Multicon Fire Containment, Standards Chair
Firestop ECA 2008

• Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  – *Bring Field to Standards Development Process*
  – “W”, “L”, Movement, Chemical resistance
  – *Chase wall caulk and walk* – Sept. 20, 2008
    • FCIA letters to UL, IFC
  – FCIA Member STP Members
    • Randy Bosscawen
    • Don Murphy
    • Bill McHugh
    • Mike Dominguez
    • Bob Hasting
    • Kathy Taraba
    • Others…. 
Firestop ECA 2008

• Don Murphy & Mike Wellons, Marketing Chairs
  – FCIA Presentations / Shows
  – FCIA Articles
  – FCIA Life Safety Digest
  – FCIA Website, Enews
  – FCIA Liaison Relationships
  – FREE MOP to Inspectors
  – Full Update Friday Morning
Firestop ECA 2008

- **Life Safety Digest**
  Scott Rankin, Chair
  - 2008 Schedule
    - March – California Construction
    - June – Texas Construction
    - September – Southeast & Florida
    - December – Midwest Construction
  - **Advertising…available to all…**
  - 9,000 firms - 25,000 people, 
    *plus FCIA.org*
Firestop ECA 2008
Program Committee

• Scott Rankin, Chair
  – Education and Committee Action Conference
    • Seattle, WA – April 28 - May 2, 2008
  – Firestop ECA & Trade Show
    • San Antonio, TX – November 4-7, 2008
      – Education
      – FM / UL DRI & QA / QC Testing
      – Ray Usher Memorial Golf Tournament
      – Trade Show
  – April, November - 2009
Firestop ECA 2008

• The FCIA Message…
  – Promote Specialty Firestop Contractor TRADE
  – Promote Firestop SYSTEMS
  – Promote EFFECTIVE COMPARTMENTATION
  – Promote Reliability – “DIIM”
  – Total Fire Protection
Firestop ECA 2008

FCIA Headquarters
• Bill McHugh
• Angie Sims, Evie Caprel
• Linda McHugh

4415 W. Harrison St., 322A
Hillside, IL 60162
New Phone: 708-202-1108
New Fax: 708-449-0837
Email: bill @ fcia.org
Firestop ECA  2008
Jon Siu – City of Seattle

Firestopping & Compartmentation
For the Future
Firestop ECA  2008
FCIA Code Report

Firestopping & Compartmentation
For the Future
Firestop ECA  2008

• Bob LeClair, Gary Hamilton, Code Committee Co-Chairs
  – Code Development Process Participation @ ICC & NFPA
    - Committee Hearings
    - Final Action Hearings
  – Bill Koffel, FCIA Code Consultant
  – Bill McHugh, FCIA Exec. Director
    – FULL UPDATE THURSDAY...
Firestop ECA  2008

• FCIA Code Message
  – *Specialty Firestop Contractors*
  – SYSTEMS
  – Effective Compartmentation
  – *Reduce* - “*He/She who pokes hole, fills hole*”
  – *Better Fire & Life Safety*
  – *Total Fire Protection*
Firestop ECA 2008

FCIA Code - Firestopping Focus – Design, Install, Inspect, Maintain

- **Designed** - A/E, Firestop Consultant
  - Tested and Listed Systems, FCIA Member Mfr’s.
- Properly **Installed**
  - FCIA Member, “FM 4991, or UL QFC Contractors”
- Properly **Inspected**
  - ASTM E 2174 & ASTM E 2393 Inspection
- Properly **Maintained**
  - FCIA Member, FM 4991, or UL QFC Contractor

Means Reliable Firestopping and Effective Compartmentation

Compartmentation, Detection & Alarms **and** Sprinklers
Firestop ECA 2008

- FCIA Code Committee
  - FCIA Supports
    - NASFM
    - Fire Rated Glazing
    - Door & Hardware Industry
    - Fire Dampers
    - CA Fire Chiefs, OSHPD
    - IFC / AFSCC

- FCIA Forming
  Personal Relationships
FCIA 2008 ECA

- **FCIA Code Committee**
  - Submitted 9 Code Changes
  - Testified on many
  - FCIA Involved in Approved –
    - **“SYSTEMS” Concept Stayed**
      - Firestop Products become SYSTEMS after Installation
    - **Labels** – Fire Walls, Barriers, Fire Partitions
    - **Labels** – Glazing
    - **Grease Duct Standard**
    - **Electrical Boxes**
    - **Smoke Barriers** – Do not conceal
    - **Title** – Fire and Smoke Protection Features
  - Eight Disapproved
FCIA 2008 ECA

FCIA Code Committee Goals

– Educate building and fire officials
  • Specialty Firestopping Contractors & Effective Compartmentation.
– Form Relationships.
– Create awareness of FCIA
– Defend against threats to FCIA
FCIA 2008 ECA

FCIA Code Goals – Relationships & Educate

- California State Fire Marshal
- California Fire Chiefs
- California Building Officials
- California OSHPD
- Florida Building Officials
- Michigan Building Officials
- International Code Council Staff and Committees
- National Association of State Fire Marshals
- Georgia Fire Marshals Office
- UL Regulatory Services
- UL's Upper Management

National Fire Protection Association
The authority on fire, electrical, and building safety
FCIA 2008 Code

FCIA Code Committee Goals-Relationships

- Portland Cement Assoc.
- Gypsum Association
- National Concrete Masonry Association
- Las Vegas Fire & Rescue
- West Palm Beach, FL
- American Iron and Steel Institute
- Fire Rated Glass/Glazing Industry
- Fire Damper Industry (AMCA)
- Rolling Fire Door Industry (DASMA)
- Swinging Fire Door Industry (DHI, WDMA, BHMA)
- Many more…
FCIA 2008 ECA

- FCIA ICC Support of NASFM & CA Fire Chiefs
- **Business Research Statistics**
  - Top 20 US cities=11,000 High Rise
  - 70% in 5 cities
    - LA, San Francisco, Honolulu
    - Chicago & New York
- **Inference**…
  - Effective Compartmentation & Sprinklers Produced Safe Buildings
  - Same for other occupancies..
FCIA 2008 ECA

- FCIA Participates in ICC CTC - Code Technology Committee

**ICC CTC Study Groups**
- Height and Area – Features
- Balanced Fire Protection
- Vertical Openings
- Terrorism Resistant Buildings
  - FCIA Committee Member
FCIA ECA 2008

FCIA Code Change Proposals
- Firestopping Focus Goals - Reliability

• **Designed** - A/E, Firestop Consultant
  – Tested and Listed Systems, FCIA Member Mfr’s.

• Properly **Installed**
  – FCIA Member, “FM 4991, or UL QFC Contractors”

• Properly **Inspected**
  – ASTM E 2174 & ASTM E 2393 Inspection

• Properly **Maintained**
  – FCIA Member, FM 4991, or UL QFC Contractor

Means Reliable Firestopping and Effective Compartmentation

Compartmentation = Sprinklers
FCIA 2008 ECA

- Firestopping & Compartmentation
  - G7 - Shop Drawings – UL Details…** DIS
  - G9 – Inspection of Compartmentation Features – APPROVED
  - G10 – Inspect smoke barriers, partitions – APPROVED
  - G11 – IFC/NAIMA – Inspection Standards – DIS –
  - G217 – Add Compartmentation to ‘Fire Safety” Features
  - FS83 - Certified Firestop Contractors, by an ‘Approved Agency’ – **
  - FS 82 – Removed ‘resist conditions in field’
  - G11 – ASTM E2174 & ASTM E 2393 Inspection

FM APPROVED
4991

UL Underwriters Laboratories Inc.
Qualified Firestop Contractor Program
FCIA 2008 ECA

- Firestopping & Compartmentation
  - Compartmentation Definition –
    - Fire-Resistance Rated, Smoke and other resistant separation of adjacent spaces to prevent the spread of fire inside and outside buildings…
    - Disapproved…good discussion.
FCIA 2008 ECA

- **Fire & Smoke Resistant Compartmentation**
  - Height & Area – G110
    - ICC CTC – Features Committee – DISAPPROVED
    - Koffel testimony...fire flow.
  - Occupancy Separations – G159
    - ICC & NAIMA – D – 9-4
    - FCIA & Koffel Research Presented...Koffel, IFC
  - Rated Corridors – E117, 118, 119
    - NASFM, CA Chiefs – D –

  Statistical Info – Education Occupancies
  1% of Schools = Compartments
FCIA 2008 ECA

- Fire & Smoke Resistant Compartmentation
  - Rated Corridors – E117, 118, 119
    - Education
    - Institutional
    - MultiFamily
    - High Rise
      - NASFM, CA Chiefs
      - FCIA Statistical Info
FCIA 2008 ECA

- NFPA – Fire Protection Features Committee
  - Bill McHugh, Member, NFPA FPF
  - Bob LeClair, Alternate
- NFPA Annex – ASTM E 2174 & ASTM E 2393
  - IFC Submitted, FCIA Supported
Firestop ECA 2008

- **Code - ICC Code Technology Committee**
  
  **Study Groups**
  
  - Height and Area – Features
  - Balanced Fire Protection
  - Vertical Openings
  - Terrorism Resistant Buildings

  **Sprinklers**
  **Compartmentation**
  **Maintenance**
Firestop ECA 2008

- **Code**
- FCIA ICC Support of NASFM & CA Fire Chiefs

- **Business Research Statistics**
  - Top 20 US cities=11,000 High Rise
  - 70% in 5 cities
    - LA, San Francisco, Honolulu
    - Chicago & New York

- **Inference…**
  - *Effective Compartmentation & Sprinklers Produced Safe Buildings*
Firestop ECA 2008

- Friends made at ICC – ’05 – ‘08
  - Doug Evans & Jim Gerren – Clark County, City of Las Vegas
  - Michael Shannon – City of San Antonio – FIC Conf. Speaker
  - Laura Blaul – Orange County, CA & CA Fire Chiefs, Dave Frable, General Services Administration (GSA)
  - Dave Collins – Preview Group, AIA Codes and Standards - offered to help me on various code changes
  - Gary Lewis, Summit, NJ Building Official – Terrorism Resistant Buildings Committee (TRB) Chair,
  - James Colgate – NYC Executive Architect
  - Jim Nichols – NY Dept. of State
  - Kim Clausen – Chgo. High Rise Buildings
FCIA 2008 ECA

- NFPA – Fire Protection Features Committee
  - NFPA Annex – NEXT Submission
    - FCIA MOP Reference
    - FM 4991 – Standard, Firestop Contractor Approval
    - UL Qualified Firestop Contractor Program
  - Firestopping in NFPA 80 … DRAFT
  - FCIA & Smoke Barrier Research Project
    NFPA Research Foundation
Firestop ECA  2008

- **National Building Code of Canada**
  - FCIA to submit…
    - FCIA Manual of Practice
    - FM 4991 Approved Contractors
    - UL Qualification of Firestop Contractors
    - ASTM Inspection Standards
    - "DIIM"
FCIA 2008 ECA

• **What’s this mean to you…& customers**
  – FCIA Advances …
    • Specialty Firestop Contractor Concept
    • Effective Compartmentation
    • Qualified / Approved Contractors
    • Independent Inspection
  – Specialty Firestop Contractor and Inspection are solutions to fire and life safety…
Firestop ECA  2008
FCIA Code Report

Firestopping & Compartmentation
For the Future
Firestopping & Compartmentation
For the Future
FCIA ECA 2008
Marketing Committee

• FCIA Exposure and Relationships
• Life Safety Digest
• Website
  – Members Only
  – Open access
• FCIA Presentations
• FCIA Publications
  – FCIA Manual of Practice (MOP)
  – Firestop Systems DVD
FCIA ECA  2008
FCIA Marketing Report

- FCIA Exposure and Relationships
  - Architects & Specifiers - CSI, CSC, ALA, SCIP, ARCOM, BSD SpecLink, Kalin
  - Building Officials & Fire Marshals – ICC, NFPA, NASFM, IAFC, CA Fire Marshals, OSHPD, OBOA
  - Building Owners – BOMA
  - General Contractors – AGC, DBIA
  - Standards – ASTM, UL STP, NFPA FPF/80
  - FCIA Articles – 2008
    - NIA, MICA, ALA, CSI
    - NFPA, SFPE, BOMA, DBIA, AGC, ASA, others.
  - Compartmentation Partners – DHI, BHMA, DASMA, SMACNA, AMCA, NCMA, AWCI, GA, PCI, Glazing
FCIA ECA  2008
FCIA Marketing Report

• FCIA Exposure & Publication Resources
  – FCIA Enewsletter
  – FCIA Manual of Practice
    • FREE CD/PDF Update
    • FREE PDF - A/E’s, Facility Managers, Building Owners, Fire Marshals, Building Officials
  – FCIA Firestop Education DVD
  – FCIA Powerpoint Presentations
    • “Members Only”
FCIA ECA 2008
FCIA Marketing Report

• Life Safety Digest
  Scott Rankin, Chair

  – Articles...SUBMIT...Firestopping
  – Advertising...available to all...

  – 9,000 firms - 25,000 people,
    plus FCIA.org
FCIA ECA 2008
FCIA Marketing Report

• FCIA Website – [http://www.fcia.org](http://www.fcia.org)
  – 5100 Visits/month – Top 6
  • Member Lists & Committees
  • FCIA Articles – FCIA Presentations
  • FM Approval & UL Qualification
  • Life Safety Digest Magazine Archives
  • Enews Archive
  • Events Listings
  • Updated Constantly

• **Members Only…**

• **LEADS from FCIA.org**
  • #1 Google Hit – Firestop Contractors
FCIA ECA 2008
FCIA Marketing Report

• FCIA Presentations / Shows – FCIA Presents
  – UL/FCIA Total Fire Protection Systems
    • Los Angeles, San Jose, Chicago, etc.
  – SFPE Chapter – New England
  – CSI National Convention Program & Exhibit
    • Effective Compartmentation Symposium
    • Firestopping Program
  – CSI Northwest Region Conference
    • Firestop Quality Process
  – Construction Specifications Canada - May 2008
FCIA ECA 2008
FCIA Marketing Report

• FCIA Presentations – **YOU PRESENT**

• **Available**
  – FCIA Quality Process – 1hr
  – FCIA Education Program – 2-6hrs.

• **Upon Request**
  – FCIA Compartmentation Symposium
  – FCIA Total Fire Protection Symposium
FCIA ECA  2008
FCIA Marketing Report

Firestopping & Compartmentation
For the Future