FCIA
EDUCATION & COMMITTEE ACTION CONFERENCE

MAY 1-4, 2018
THE PEABODY HOTEL
MEMPHIS, TN
A Few Details - Tuesday

• Fire Exits
• Mobile Phones to Vibrate
• Weds., Thurs. Fri. – Continental Ballroom
• Receptions – Louis XVI Room
• AntiTrust
• Who is FCIA
• Education – Systems, Materials, Management Systems
FCIA Anti Trust Policy

• Association Do’s and Don’ts – FCIA Outside Counsel
  
  – DON’T discuss the prices your company will charge customers.

  – DON’T discuss discounts, terms and conditions of sale, warrant terms, profits or profit margins, shares of market, bids or the intent to bid, rejection or termination, of customers, sales territories, or markets.

  – DON’T discuss administration or disciplinary action by the Association against a particular member, or enforcement of the Association’s Code of Ethics, in the absence of specific legal guidance.

  – DON’T propose or discuss any proposal, in the absence of specific legal guidance, that the Association sponsors or engage in any activity which may have the effect of producing an adverse economic impact on some competing companies.
FCIA Education and Committee Action Conference

• Great Speakers – Tues - Friday!
  – Who is FCIA?
  – FCIA Education for FM & UL Firestop Exams
  – Jeff Gould, FM Approvals
  – Ruben Sandoval & Matt Schumann, UL
  – Kevin Dougherty
  – Philip Siegel, Hendrick Phillips
  – Firestop Standards Discussion
  – Keith Pardoe, Pardoe Consulting
  – Top Questions from the Help Desk
  – Dennis Hall, Hall Architects
  – Steve Beck, How to Have a Great Day
  – Contractor Member Only Session Thursday
  – Bill Koffel, Koffel Associates
  – Eric Berg, Ogletree Deakins, AIA Contracts
  – FCIA’s Canada Initiatives
Thanks FCIA ECA Sponsors
FCIA Education and Committee Action Conference

• Who’s FCIA
• Management Systems Education
• FCIA Firestop Education for Exams
• FM & UL/ULC Firestop Exams
FCIA Education and Committee Action Conference

• Who’s FCIA?
FCIA
EDUCATION & COMMITTEE
ACTION
CONFERENCE

MAY 1-4, 2018
THE PEABODY HOTEL
MEMPHIS, TN
FCIA Education and Committee Action Conference

• FCIA Education for FM & UL/ULC Firestop Exams
Thanks FCIA ECA Sponsors – Tuesday Break
FCIA Education and Committee Action Conference

Ruben Sandoval
FCIA Education and Committee Action Conference

FM 4991 – Jeff Gould

FM Approvals

FM

APPROVED
4991
FCIA Education and Committee Action Conference

Tuesday BREAK – Sponsored By

- Owens Corning
- Thermafiber
- ROCKWOOL
- 3M
A Few Details - Wednesday

- Fire Exits
- Mobile Phones to Vibrate
- Weds. – Friday – Continental Ballroom
- Receptions –
  - Louis XVI Ballroom
  - Forest
- AntiTrust
FCIA Anti Trust Policy

• Association Do’s and Don’ts – FCIA Outside Counsel
  
  – *DON’T* discuss the prices your company will charge customers.

  – *DON’T* discuss discounts, terms and conditions of sale, warrant terms, profits or profit margins, shares of market, bids or the intent to bid, rejection or termination, of customers, sales territories, or markets.

  – *DON’T* discuss administration or disciplinary action by the Association against a particular member, or enforcement of the Association’s Code of Ethics, in the absence of specific legal guidance.

  – *DON’T* propose or discuss any proposal, in the absence of specific legal guidance, that the Association sponsors or engage in any activity which may have the effect of producing an adverse economic impact on some competing companies.
Thanks FCIA ECA Sponsors – All Week...
FCIA Education and Committee Action Conference

- Great Speakers – Tues - Friday!
  - Who is FCIA?
  - FCIA Education for FM & UL Firestop Exams
  - Jeff Gould, FM Approvals
  - Ruben Sandoval & Matt Schumann, UL
  - Kevin Dougherty
  - Philip Siegel, Hendrick Phillips
  - Firestop Standards Discussion
  - Keith Pardoe, Pardoe Consulting
  - Top Questions from the Help Desk
  - Dennis Hall, Hall Architects
  - Steve Beck, How to Have a Great Day
  - Contractor Member Only Session Thursday
  - Bill Koffel, Koffel Associates
  - Eric Berg, Ogletree Deakins, AIA Contracts
  - FCIA’s Canada Initiatives
FCIA Education and Committee Action Conference - Tuesday

Ruben Sandoval
FCIA Education and Committee Action Conference - Tuesday

FM 4991 – Jeff Gould

FM Approvals
FCIA Education and Committee Action Conference

TUESDAY BREAKS – Sponsored By

[Logos of sponsors: Owens Corning, Thermafiber, Rockwool, 3M]
FCIA Education and Committee Action Conference

WEDS. BREAKFAST – Sponsored By

STI® Specified Technologies Inc.  HILTI
THE FIRESTOP AUTHORITY

Firestop Contractors International Association
FCIA Education and Committee Action Conference

FCIA Firestop Education for FM & UL Firestop Exams
Jeff Gould, FM
Ruben Sandoval, UL
Bill McHugh, FCIA
FCIA Education and Committee Action Conference

Welcome Luncheon – Sponsored by ...
FCIA Education and Committee Action Conference

• Introductions
• Presidents Welcome
• Education Sessions
• Committee Meetings
• Reception @ Louis XVI Ballroom
President’s Welcome
Introductions
Association Update

FCIA Education and Committee Action Conference
Introductions....
Name, Company, NEW,
LOUD PLEASE
President’s Welcome
Introductions
Association Update

FCIA Education and Committee Action
Thanks...FCIA Board & Committees
Thanks...FCIA Board & Committees

• Industry Relationships
  – Industry Influences
• Financially Sound Association
• Membership Retention Remains Strong
• North America & International Growth
• NEW Professional Liability Insurance Program
Thanks...FCIA Board & Committees

• Great Board, Committees, Volunteers
  – Board Elections - November
  – Committees – Board Appoints
FCIA Association Report

May 2, 2018

FCIA Education & Committee Action Conference

May 1-4, 2018
The Peabody Hotel
Memphis, TN
FCIA Membership Strong

• FCIA Member Dues Fund Initiatives
  – Spec Development – FM 4991/UL QFCP, IAS
  – Code & Standards Development
  – Build the DIIM Concept Worldwide
  – Conferences, Symposiaums, Webinars
  – Website
  – Relationships
  – Staff to Advocate & Market

• Initiatives result in ...
NEW FCIA Members

• Contractors (11)
  – AAA Firestop, Inc
  – AIRTEK Indoor Air Solutions
  – Alphapex LLC
  – American Plumbing & Heating Corp.
  – Bilodeau Drywall Corp.
  – Chambless Construction Specialties
  – Fire Door Solutions
  – FX Facility Group
  – Mortenson Construction
  – The Caulkers Company
  – West Coast Insulation
NEW FCIA Members

• International Contractors (8)
  – Advance Matrix Contracting (Saudi Arabia)
  – Bardawil Specialties (Qatar)
  – Crown House Technology (UAE)
  – Eplusb Kimya Ltd (Turkey)
  – Fire Drop WLL (Qatar)
  – Firestop Middle East-Doha (Qatar)
  – Isam Kabbani & Partners for Construction & Maintenance (CRES) (Saudi Arabia)
  – Safe Energy SPA (Chile)
NEW FCIA Members

• Contractor Branch (5)
  – Advanced Specialty Contractors – E. Petersburg
  – East Coast Applicators
  – Fire Stop Technologies, Inc. – St. Louis
  – Top Build – American National Insulation
  – Wal-Mark Contracting - Orlando
NEW FCIA Members

• Associate (2) Distributors
  – HUB Construction Supplies & Equipment – Distributor
  – All Therm Services – Canada, Distributor
NEW FCIA Members

• Associate (5) – Special Inspection Agencies
  – Exova Warrington Consulting - UAE
  – Fire Wise Consultants
  – Phoenix Building International Fire Safety Consulting – United Arab Emirates
  – QCA Building Envelope Ltd – Canada, QA Consultant
  – Terracon Consultants; “Consultants – Engineers”
Membership Committee

• **Membership** – Renewals @ 86-90%++
• 1998 - 9 Members (Steering Committee)
• 1999 - 40 Members (Charter Members)
• 2005 – 121 Members
• 2008 - 215 Members
• 2017 – 340 Members
• 2018 - 330 Members YTD...
• 2018- ?? Full Year?

Canada, Middle East, USA all Strong...
FCIA Actions Continue

- 1997-98 – Steering Committee Meetings
  - Questions asked...
    - Why isn’t there a way for contractors to differentiate?
    - Why isn’t there inspection?
    - Why isn’t there an industry knowledge document?
    - What can FCIA do at Code Development Org’s?
    - How can we Liaison with other Groups?

- The Quest for Firestop Specialty Continues
  - Contractors, Inspection Agencies, Manufacturers, Others
What did we do?
What are we doing?

• Build FCIA Industry Strategy = DIIM
  – Advocate
  – Exposure for Members
  – Networking Everywhere
  – Education for Members
  – Education Outside World –
    • How to Evaluate Firestop Contractors, etc.
  – Support Members
Technical, Education, Apprenticeship

• MOP & Firestop Containment Worker Education
  – Worker – Firestop Contractor, Inspection Agency
  – FCIA Firestop MOP
    • NEW Inspection Chapter
    • NEW E-MOP Navigation
  – FCIA Firestop Containment Worker Education
    • NEW Jump Drives w/Video, Quizzes, Instruction Guides.
    • FREE Jump Drives to ORIGINAL PURCHASERS
    • Watch for more updated modules this fall...
Code Committee

• ICC Code Development – 2018 Codes
  • 703.1, Maintenance, Becomes 701
  • **Inventory** of Fire Resistance – **Documentation**
  • Inspect to Systems, when known...Documentation
  • Install to Manufacturers Instructions & Listing

• NFPA 5000/101/1
  • Added ASTM E 2174/2393
  • Added...Maintain Fire Resistance
Code Committee

• ICC Code Development – 2021 ICC CAH
  • 701 Maintenance – Inspect to SYSTEMS, if known
    • Inventory Remains - Documentation
    • Special Inspection, R > 250 - APPROVED
    • Identification Systems/Labels - DISAPPROVED
    • Installation – FM 4991, UL QFC, or Approved Agency for 420’ + BLDGS - DISAPPROVED
    • FCAC/IFC Joints Section – Several APPROVED
  • NFPA 5000/101/1 - Starting
Accreditation
FM 4991 & UL-ULC QFC

• FM & UL/ULC Discussions
  – Matt Schumann, Ruben Sandoval
  – Jeff Gould, Jill Norcott
    • Educate Auditors
    • Worldwide Expansion
    • Dubai, Doha

• FM & UL Firestop Exams
  – Contractor Personnel
  – Inspection Agency Personnel
    • FM or UL Firestop Exam;
    • AND - OR
    • IFC Exam

• UL Becomes an Inspection Agency
Standards Committee

• FCIA Recommended Professional Practices –
  • Survey of Existing Buildings
  • NEW FCIA RPP - Identification Systems DRAFT

• ASTM -
  • Inspection & Inspector Qualifications
  • Inspection Acceptability, Shrinkage
  • Movement, Exposure, Aging
  • More Thursday...

• UL STP Meetings
  • Membrane Pens., W-Rating, etc.
Marketing Committee

• Trade Shows, Life Safety Digest & Speaking
  – Barrier Management Symposiums
    • 13 Symposiums, 3 years, 1,000+ attendees
    • 1 ASHE - 2018 Symposium
    • ? APPA – 2018 Symposiums
  – CHES National Convention
  – ASHE Annual Conference
  – ICC Expo - Speaking
  – CONSTRUCT/CSI - Speaking
  – NFPA Expo
  – APPA Convention – Speaking
Marketing Committee
Outreach & Relationships

• FCIA Webinars –
  – 150-270 sites registered per session
  – 100-150 Sites/Session Attend
  – 2018 – 12-15 Sessions

• Existing Members

• New Members

• Influences (GSA, etc.)
Canada Committee -
Bill McHugh & Jim Smiley

• National Building Code of Canada – 2020 Codes
  • FM 4991 & UL/ULC QFCP
  • ASTM E 2174/2393 Inspection
  • Fire Stop to Firestop
  • Maintenance – Inventory – *Prove it*

• Building Official Associations
  • Nova Scotia
  • Association of Building Official Organizations (CAN)

• CHES Convention

• **NEW NRC Spec. Published, DIIM, FM 4991, UL QFC, IAS**
FCIA Industry Perspectives

• Firestop Industry Continues to Grow
  – Strong Non-Residential Construction Economy
    • NEW Construction Growth
  – FM 4991, UL QFCP Specs Growing, Holding
  – Inspection Agencies Growing
  – Manufacturer innovations, ‘Easy’, but still Systems
  – Existing Buildings, all occupancies, complex
  – Building Owners - Fire-Resistance Budgets
  – Symposiums, Conferences, Outreach
FCIA Prepared Industry For Growth

- Board of Director Elections - 2019 Board & YOU
  - 3 year term
  - Direction of the Association
  - Industry Discussions
  - Teamwork
  - Experience

- “You get back 10 times what you invest in Board Service”....
FCIA Prepared Industry For Growth

• FCIA’s 2018 Actions ....
  – Continue Advocacy
    • DC, Insurance, others
  – Symposiums & Conferences
  – ICC 2021 Codes
  – NRC 2020 Canada Codes
  – Standards Development
  – Barrier Management Symposiums
  – **Barrier Management Services**
Program Committee
Plans Conference Locations, Topics

• 2018 - FCIA FIC – Hyatt Regency, Lost Pines
• Austin, TX
President’s Welcome & Association Report

FCIA Education and Committee Action Conference

May 2, 2018
FCIA Education and Committee Action Conference

FM 4991 – Jeff Gould

FM Approvals
FCIA Education and Committee Action Conference

Ruben Sandoval
FCIA Education and Committee Action Conference

– IAS AC 291 – Bill McHugh

• IAS President
• Accreditation Team
• NEW Interest in IAS AC 291 by FCIA Inspection Agency Companies. (5 – UAE, Doha)
• ICC CEO, COO, Global Services
FCIA Education and Committee Action Conference

- IAS AC 291 Special Inspection Agencies
  - 9 Companies to Date
  - Voluntary Program, NO CODE MANDATE
  - AHJ can ‘Approve Agency’, Quantifiable
  - MasterSpec & SpecLink – 2 years...
  - IAS Management System Audit
  - FM or UL Firestop Exam for Individuals (Except NYC)
FCIA Education and Committee Action Conference

- What’s needed for Fire and Life Safety?
  - Companies with Quantified Credibility
    - IAS AC 291 Special Inspection Agencies –
    - Individual Inspector Competency
      - FM Firestop Exam
      - UL Firestop Exam
      - AND.... OR
      - IFC Inspector Exam
FCIA Education and Committee Action Conference

Front Line Project Profitability
Kevin Dougherty, Trainer/Author
Committee Action

- Partnership – Members & Staff
- Board Appoints Committee Members
- Teleconferences - Possibly Travel
- *Committee Members & Leaders Needed!*
Committee Action Meetings

Listen
Learn
Participate
Relationships
Join the Committee??
FCIA Education and Committee Action Conference

Accreditation – Aedan Gleeson & Ben Urcavich
Code – Bill McHugh
Standards & Inspection – Eric Keeton & Tracy Smith
Marketing & Membership – Mark Dietz & Cathy Burns
Program – Jerry Dugan & Lindsey Donley
Technical Apprenticeship Education – Bob Hasting
Canada – Jim Smiley

Ducks – 4:45pm - Reception – 5:30pm -
FCIA Education and Committee Action Conference

RECEPTION – Sponsored By

[Image of logos: CSW Industrials, CSWI Family of companies, Firestop Contractors International Association]
FCIA
EDUCATION &
COMMITTEE
ACTION
CONFERENCE

MAY 1-4, 2018
THE PEABODY HOTEL
MEMPHIS, TN
FCIA Education and Committee Action Conference

RECEPTION – Louis XVI – Sponsored By
FCIA Education and Committee Action Conference

BREAKFAST – Sponsored By

ROCKWOOL™
A Few Details - Thursday

- Fire Exits
- Restrooms
- Mobile Phones to Vibrate
- Reception – Louis XXVI
- AntiTrust
FCIA Anti Trust Policy

• Association Do’s and Don’ts – FCIA Outside Counsel
  – DON’T discuss the prices your company will charge customers.
  – DON’T discuss discounts, terms and conditions of sale, warrant terms, profits or profit margins, shares of market, bids or the intent to bid, rejection or termination, of customers, sales territories, or markets.
  – DON’T discuss administration or disciplinary action by the Association against a particular member, or enforcement of the Association’s Code of Ethics, in the absence of specific legal guidance.
  – DON’T propose or discuss any proposal, in the absence of specific legal guidance, that the Association sponsors or engage in any activity which may have the effect of producing an adverse economic impact on some competing companies.
FCIA Education and Committee Action Conference

• Great Speakers – Thurs - Friday!
  – Philip Siegel, Hendrick Phillips
  – Firestop Standards Discussion
  – Keith Pardoe, Pardoe Consulting
  – Top Questions from the Help Desk
  – Dennis Hall, Hall Architects
  – Steve Beck, How to Have a Great Day
  – Contractor Member Only Session Thursday
  – Bill Koffel, Koffel Associates
  – Eric Berg, Ogletree Deakins, AIA Contracts
  – FCIA’s Canada Initiatives
FCIA Education and Committee Action Conference

Philip Siegel, Hendrick Philips
FCIA Education and Committee Action Conference

BREAK – Sponsored By

*EMSEAL Joint Systems, Ltd.*
Thanks FCIA ECA Sponsors
FCIA Education and Committee Action Conference

FCIA’s Standards Discussion Panel
FCIA Education and Committee Action Conference

BREAK – Sponsored By

FIRELINE
520
AN INPRO® COMPANY
FCIA Education and Committee Action Conference

Keith Pardoe, Pardoe Consulting
FCIA Education and Committee Action Conference

Luncheon – Sponsored By

Specified Technologies, Inc.
FCIA Education and Committee Action Conference

Top Questions from the Help Desk
FCIA Education and Committee Action Conference

Firestop Manufacturer Panel
FCIA Education and Committee Action Conference

BREAK – Sponsored By

Construction Specialties, Inc.
FCIA Education and Committee Action Conference

Dennis Hall, Hall Architects
FCIA Education and Committee Action Conference

Steve Beck, CSP – Have a Great Day
FCIA Education and Committee Action Conference

RECEPTION Sponsored by:
FCIA Education and Committee Action Conference

CONTRACTOR ONLY SESSION
FCIA Education and Committee Action Conference

RECEPTION Sponsored by:
FCIA Education and Committee Action Conference

FCIA CONTRACTOR MEMBER ONLY SESSION
FCIA EDUCATION & COMMITTEE ACTION CONFERENCE

MAY 1-4, 2018
THE PEABODY HOTEL
MEMPHIS, TN
FCIA Education and Committee Action Conference

Breakfast - Sponsored by ...

3M Fire Protection Products
FCIA Anti Trust Policy

• Association Do’s and Don’ts – FCIA Outside Counsel
  
  – DON’T discuss the prices your company will charge customers.

  – DON’T discuss discounts, terms and conditions of sale, warrant terms, profits or profit margins, shares of market, bids or the intent to bid, rejection or termination, of customers, sales territories, or markets.

  – DON’T discuss administration or disciplinary action by the Association against a particular member, or enforcement of the Association’s Code of Ethics, in the absence of specific legal guidance.

  – DON’T propose or discuss any proposal, in the absence of specific legal guidance, that the Association sponsors or engage in any activity which may have the effect of producing an adverse economic impact on some competing companies.
A Few Details - Friday

- Fire Exits
- Mobile Phones to Vibrate
- AntiTrust
- Plan on November’s FIC
FCIA Education and Committee Action Conference

• Great Speakers – Friday
  – Bill Koffel, Koffel Associates
  – Eric Berg, Ogletree Deakins – NEW AIA Contracts & Firestop Contractors
FCIA Education and Committee Action Conference

Bill Koffel, FSFPE
Koffel Associates
FCIA Education & Committee Action Conference

Eric Berg, Ogletree Deakins
FCIA Education & Committee Action
Conference

FCIA Worldwide Initiatives – Bill McHugh
Thanks FCIA ECA Sponsors
Thanks FCIA ECA Sponsors