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.
Who is FCIA?

FCIA Firestop Industry Conference & Trade Show

Isle of Plams, SC

Nov. 8, 2016
Who is FCIA?

• Worldwide Trade Association
  – Contractors
  – Consultants – Voting/Non Voting
  – Manufacturers
  – Distributors
  – Manufacturers Reps
  – Friends
Who is FCIA?

• 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 a industry knowledge document?
    • What can FCIA do at Code Development Org’s?
  – Resulted in ....
FCIA Mission

For Member Organizations to be recognized throughout the construction industry as preferred quality contractors of life safety firestop systems.

FCIA member contractors are committed to providing consistent, high quality firestop systems as a critical part of effective compartmentation.

Original: '04/98
Revised: 01/05
Who is FCIA?

• Trade Association
  – 1999 - First Meeting – UL Northbrook, IL
Who is FCIA?

• 1999 - First Meeting – UL Northbrook, IL
  – Same 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?
  – Resulted in ....

• The FCIA's mission is for member organizations to be recognized throughout the construction industry as preferred quality contractors of life safety firestop systems.

• FCIA Member Contractors are committed to providing consistent, high quality firestop systems as a critical part of Effective Compartmentation. Through active participation in the FCIA and related forums, members contribute to the advancement of the firestop and compartmentation industry and maintain exceptional knowledge of this specialized service.

• Through this professional commitment to fire and life safety, member contractors bring considerable value to their customers by enhancing public safety and property protection.
Who is FCIA?

• 1999 - First Meeting – UL Northbrook, IL
  – Mission resulted in ACTIONS...
  – DIIM Industry Strategy Presented & Accepted
    • Four Committees formed
      – Accreditation – Create FM, UL/ULC Programs
      – Technical – MOP – Build Body of Knowledge
      – Liaison – Marketing – Get Connected
      – Code – Get active!
How is FCIA Governed?

- Overseen by ‘Governing Board’
  - President
  - Vice President/President Elect
  - Secretary
  - Treasurer
  - 5 Directors
  - Past President, Past Past President
  - 2015 Board of Directors
How is FCIA Governed?

• Board Elections Yearly
  – ‘Voting Members’
    • Contractors
    • Consultants
  – Directors
    • 11 Directors
    • 3 year terms
    • 3 Directors rotate off each year
  – Secretary, Treasurer, Vice President –
    • 1 Year Terms
  – Inspection Committee – Tracy Smith
What does FCIA Do?

• Promote FCIA Industry Strategy = DIIM
  – Advocate
  – Education
  – Exposure
  – Networking
“DIIM”

• Firestopping for Safety – DIIM
  • Properly **Designed** and Specified Firestopping
    – FCIA - 07-84-00 - Specification
  • Professional **Installation** – FCIA Member, FM 4991 Approved, UL-ULC Qualified Contractors
  • Properly **Inspected** - ASTM E 2174 / 2393 Protocol by IAS AC 291 Accreditation Criteria for Inspection Agencies with Inspectors who pass FM or UL Firestop Exam AND IFC Exam
FCIA – A Trade Association

– Total Fire Protection & Effective Compartmentation
– Codes, Standards, Specs, Systems
– Firestopping for Safety – A Quality Protocol
  • DIIM
FCIA – Worldwide Association

- Firestop Contractors, Manufacturers, Consultants, Reps, Distributors,
- Life Safety Digest
- FCIA Website Resources - FREE
- FCIA MOP on PDF FREE to Specifiers, Architects, Governmental Bldg./Fire Officials, worldwide..
  – www.fcia.org
FCIA – Worldwide Association

• Networking
  – FCIA Conferences, Symposiums

• Education & Exposure
  – FCIA MOP & Updates
  – Life Safety Digest
  – Education for FM & UL Exams, FM 4991, UL QFC & IAS AC 291
  – Management System Manual Template
  – FCIA Survey Practice
FCIA Member Benefits

• Advocacy – Writing, Speaking, Website
  – Specifiers & Architects
  – Code Development
    • Building Code Officials
    • Fire Marshals
  – Standards Development
    • ASTM & UL

• 3rd Party Accredited Organizations, Verified Knowledge
  – Companies & Individuals
FCIA Member Benefits

• Advocacy – Build an Industry
  – Firestop Containment Worker Education
  – Firestop Special Inspection & FM/UL Exams
  – NAICS Code for Firestopping -
  – O-Net Classification
  – ASHE/UL/TJC/FCIA Barrier Management Symposiums
  – Trade Shows
  – Presentations
  – Articles in Magazines
“TOTAL FIRE PROTECTION”

• Effective Compartmentation = Barrier Management
  – Fire Barriers, Fire Walls/Floors, Smoke Barriers
  – Firestopping, Fire Dampers, Swinging and Rolling Fire Doors, Fire Rated Glazing

• Detection & Alarm Systems

• Sprinkler Suppression Systems

• Education & Egress–
  – Building Owners & Managers, Building Occupants and Firefighters
“DIIM”

• Firestopping for Safety – DCIIMM
  • Properly Designed and Specified Firestopping
    – FCIA - 07-84-00 - Specification
  • Tested and Listed Systems - ASTM E 814/UL 1479
    UL 2079, ULC-S-115, ASTM E2307, E1966, E2837
  • Professional Installation – FCIA Member,
    FM 4991 Approved, UL Qualified Contractors
  • Properly Inspected - ASTM E 2174 / 2393
    Protocol by IAS AC 291 Accreditation Criteria for
    Inspection Agencies, Competent Inspectors, FM
    or UL Firestop Exam, IFC Exam
  • Maintained - Annually - NFPA 101, International
    Fire Code, UAE Fire and Life Safety Code of
    Practice, National Fire Code of Canada
What does FCIA Do?

• Through Committee & Staff Activity... Advocate.
  – Accreditation
  – Technical, Education, Apprenticeship,
  – Standards & Code
  – Marketing & Membership
  – Legislative
  – Life Safety Digest
Accreditation

FM 4991 & UL-ULC QFC

• FCIA Approached, Collaborated
  – UL/ ULC – 2005 & 2006

• “Build a Unique Program for Specialist Firestop Contractors to Separate themselves from other non specialist contracting firms”...1999, FCIA
Accreditation
FM 4991 & UL-ULC QFC 2014

• FM & UL Meetings – Personal, Teleconference
  – Norwood, MA
  – Northbrook, IL

• FCIA & UL Educated UL Auditors for UL QFC

• FM 4991 in FM Data Sheets

• FM & UL Firestop Exams for Special Inspectors
  – Clark County, Phoenix
Technical, Education, Apprenticeship

• MOP & Firestop Containment Worker Education
  – 1\textsuperscript{st} Edition – 1999 – 2000
  – 2\textsuperscript{nd} Edition – 2001
  – 3\textsuperscript{rd} Edition – 2005
  – 4\textsuperscript{th} Edition – 2008
  – 5\textsuperscript{th} Edition - 2014 & 2015
    • Ch. 3 - 50 to 525 pgs. - Spring 2014
    • Inspection Chapter – January, 2017
    • Canada Chapter – June 2017
    • Code Chapter – April, 2017
Technical, Education, Apprenticeship

• MOP & Firestop Containment Worker Education
  – FCIA Firestop MOP Firestop Containment Worker Edition - Electronic & Paper
  – Books - $95/each.
  – 22 Powerpoint Presentations with Speaker Notes
  – 22 Quizzes for students
  – FCIA Video – Step by Step

• Package Priced @ $1495/Members
  – DVD – All above
  – FSCW Book
Standards Committee

- ASTM E2174, ASTM E2393 Inspection Standards
  - 1999 FCIA Spring Conference -
    - “Why don’t we have Independent Inspection in the code like the fireproofing industry?”
    - Mike Pfeiffer, “Build a standard, write a code proposal, get it in ‘YOUR’ ICC Code”
  - FCIA Standards Committee hired Consultant
  - Wrote Draft, worked with Manufacturers at ASTM
  - FCIA Staff, Code Committee & Bill Koffel = Code
Standards Committee

• ASTM E2174, ASTM E2393 Inspection Standards
  – Appendix describes FM & UL
  – ASTM Inspection in 2012 IBC – Showing up now
  – IAS AC 291 Accreditation Starting to Grow...

• UL Standards Technical Panel – Membrane Pens

• ASSE – Not completed...

• FCIA @ ICC’s IAS Board of Directors
Code Committee
ICC, NFPA & IAPMO Code Development
Code Committee

• **Successes**
  • *Firestop Inspection Standards in Code*
  • *Fire Code – 703.1 to 701.6 ....2016*
  • *Systems to Chapter 7*
  • *Fire & Smoke Protection Features*
  • *Healthcare Proposals*
  • ‘Install so as not to dislodge’ to listing and manufacturers installation instructions’.
  • *Penetrations in stairwells*
  • *Supported Others where needed*

• **IAPMO**
  • *Removed “4 Years Journeyperson Plumber to Install Firestopping”... from UPC 2009*
Code Committee @ NFPA FPF Meetings

• FCIA @ Fire Protection Features Committee
  – Added language that points to FM & UL Contractor Programs to Appendix of Chapter 8
  – NFPA 1 Special Inspection
  – NFPA Annex, Firestop Contractors
  – Participate at Meetings
Marketing Committee
Outreach & Relationships

- Healthcare - ASHE/FCIA/UL/TJC
- ASHE Insider Article - Symposiums
- ICC Expo & ABM
- APPA
- AGC
- NFPA Expo
- TJC – Educated Surveyors
- CSI Article - CONSTRUCT-SCIP Show
- CSC Construction Canada - Article
- International Fire Protection Article
- New York State Fire Marshals & Inspectors
- Campus Fire Safety
- ConstructCanada
- TIAC Times
- Much More...
Marketing Committee
Outreach & Relationships

- City of Chicago
- City of Tampa
- Clark County, NV
- City of New York
- City of Dallas
- BOATX
- Many more...
Marketing Committee
Outreach & Relationships

• FCIA Webinars –
  – Over 150 sites per session
  – 2014 - 8 Sessions
  – 2015 – 15 sessions
  – 2016 – 15 Sessions
Marketing Committee
Outreach & Relationships
Marketing Committee Trade Shows @ CSI & SCIP, ICC, AIA, ASHE NFPA Expos
Marketing (& Accreditation )
@ Barrier Management Symposium

2014 –
• CO
• AL
• PA
• CA

2015 –
• MN (145)
• IN
• TN
• ASHE Annual Conf.

2016–
• AR
• Chgo.
• NE
• NW

2017 –
• 3 TJC

Barrier Management Symposium
Membership Committee

- **Membership** – Renewals @ 86%++
- 1999 - 40 Members
- 2005 – 121 Members
- 2008 - 215 Members
- 2012 – 310 Members
- 2013 – 321 Members
- 2014 – 313 Members
- 2015YTD – 294 Members
- 2015F – 334 Members
- 2016 YTD – 330 Members
Membership Committee

• Membership – 330
  – Contractors - 261
  – Contractor Branches
  – International Contractors
  – International Contractor Branches
  – Manufacturers - 19
  – Associates (25+ Consultants) - 46

• Renewals @ 86%
FCIA Membership

• Why is Member Retention 86% Overall?
• Involvement...Relationships...Outreach
• ‘FCIA On- Location Conferences’
Membership & Marketing
Canada Task Group

• Canada Task Group Visibility & Outreach
  – Canadian Healthcare Engineering Society
  – Construction Specifications Canada
  – Construction Canada

• NRC-CNRC @ FCIA’s Symposiums
  – Calgary, Ottawa, Edmonton Symposiums

• FCIA Education for ULC Firestop Exams

• FCIA French Spec @ FCIA.org
Membership/Marketing
‘FCIA On-Location – Calgary’

• FCIA Symposium – Canada
  – 55 Attendees @ Edmonton Symposium
  – Relationships –
    • National Research Council of Canada – NRC-CRC
    • Province of Alberta Municipality
Membership & Marketing
FCIA On-Location UAE
Membership & Marketing
FCIA On-Location UAE

• FCIA Symposium – Abu Dhabi 2015/16
  – 50+ Attendees @ Symposium
  – NEW Members
  – 24 Attendees @ FCIA Education for ULC Exam
  – Department of Municipal Affairs Introduction
  – Department of Civil Defence Presentation
  – Healthcare Facilities, Fire Officials, Consultants,
  – FCIA Education for Firestop Exams – FM & UL

• Abu Dhabi International Building Code
FCIA @ Doha, Qatar
Membership & Marketing
FCIA On-Location

• Membership & Marketing @ Locations
• FCIA Symposiums – Doha – 2015/2016
  – 55 Attendees @ Symposium
  – NEW Members
  – 25 Attendees @ FCIA Education for FM & UL Exam
  – 15 FM / UL Exams
  – Department of Civil Defence, Healthcare Facilities, Petroleum Industry Fire Officials, Consultants,
  – FCIA Education for Firestop Exams – FM & UL
FCIA International Task Force Results

– FCIA @ IAS - ICC Global Efforts & SDO’s
  • Published...implemented
  • ASTM & UL Standards
  • Hose Stream Test – Notice given...
  • ASTM E 2174, ASTM E 2393 Inspection
  • Maintenance & Management
– FM & UL Contractors, IAS Inspection Agencies
  • Specifications Growing
  • Specifications Bought USA, Canada, Overseas
FCIA 2017 Education & Committee Action Conference
Chase Park Plaza/St. Louis, MO
FCIA Association Report

• FCIA Membership Growth Result of....Teams
  – FCIA Board
  – FCIA Committees
  – FCIA Staff

• **Builds Reliability of Installed Firestopping through the ‘DIIM’**
Legislative Committee

• Monitors Legislation re: Firestopping
  – Firestop Contractor Licensing
  – Future?
“DIIM”

• Firestopping for Safety – DIIM
  • Properly *Designed* and Specified Firestopping
    – FCIA - 07-84-00 - Specification
  • *Tested and Listed Systems* - ASTM E 814 / UL 1479 - UL 2079, ULC-S-115, ASTM E2307
  • Professional *Installation* – FCIA Member, FM 4991 Approved, UL Qualified Contractors
  • Properly *Inspected* - ASTM E 2174 / 2393 Protocol by IAS AC 291 Accreditation Criteria for Inspection Agencies with Inspectors who pass FM or UL Firestop Exam AND IFC Exam
FCIA RECOGNIZES MANUFACTURER MEMBER FIRMS

PLATINUM

CSW INDUSTRIALS

HILTI

STI, Inc.

GOLD

3M

ROXUL

SILVER

Construction Specialties

EMSEAL

FISCHER

National Gypsum

Thermafiber

BRONZE MEMBERS

International Carbide Technology, NUCO

BRANCH MEMBERS

3M Canada, Bâclo, International Fireproof Technology, OWENS CORNING, RectorSeal, Smoke Guard
THE FIRESTOP INDUSTRY
Conference & Trade Show

NOVEMBER 8-11
Wild Dunes Resort, SC
Isle of Palms, SC