FCIA 2011 Education and Committee Action Conference

Hotel Monteleone, New Orleans
April 27, 2011
FCIA 2011 Education and Committee Action Conference

- Antitrust Policy
- Presidents Welcome
- IFC Update
- Presidents Report
- Committee Reports
- FM, UL, IAS Reports
- Committee Meetings
- Education Programs
- Spouse Tour
- JazzFest in New Orleans
FCIA Anti Trust Policy

• Association Do’s and Don’ts – FCIA Legal
  – 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 2011 Education and Committee Action Conference

• Bob Hasting
  FCIA 2011 President’s Welcome
FCIA 2011 Board of Directors
Thanks!
The FCIA Presidents Report

• **Thanks…**
  – *FCIA Committees*
  – *FCIA Members*
  – *FCIA Spouses*
  – *FCIA Friends …*
The FCIA Presidents Report

- **FCIA Introductions**
  - FCIA Members
  - New FCIA Members
  - Guests Checking FCIA out!
The FCIA Presidents Report

- **FCIA in the Middle East Region…**
  - 2011 – Abu Dhabi, Qatar… I-Codes Coming!
  - 2010 – Abu Dhabi - Over 100 Participated for 2 days
  - 2010 – Qatar – Ras Laffin Industrial City
  - 2009 – Dubai - Over 100 Attendees

- **FCIA Future…stay Tuned**
The FCIA Presidents Report

• Jim Shriver, Thermafiber, Inc.
The FCIA Presidents Report

• FCIA Special Code Report
  – Bill Koffel, Koffel Associates, Inc.
The FCIA Presidents Report

- Bob Hasting
  FCIA 2011 President’s Report
FCIA 2011
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• WIIFM - What has FCIA Done for Me??
  – Building a Firestop Trade, Building Reliability, Value…and telling the story.
    • FM & UL Contractor Programs
    • FCIA Manual of Practice
    • Apprenticeship Education
    • Education Programs
    • ASTM E 2714 & ASTM E 2393 Inspection Standards
    • FCIA Website for customers to find you
    • Life Safety Digest Magazine
FCIA 2011
Education and Committee Action Conference

- How, Who, What…
FCIA 2011
Education and Committee Action Conference

- FCIA - Building a Trade, Building Value
  - June 1998 – FCIA Association formed
  - January 1999 – 1st FCIA Meeting – UL Chicago
    - Committees & Strategies formed
      - Accreditation
      - Technical
      - Code
      - Liaison
    - 40 FCIA Contractor Members
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• FCIA - Building a Trade, Building Value
  – 1999 – 2001
    • FCIA Technical Committee
      – FCIA Firestop Manual of Practice
    • FCIA Accreditation Committee & FM Approvals
      – Developed FM 4991
      – 1st FM Firestop Exams
    • FCIA Code Committee
    • FCIA Displays in Trade Shows
    • FCIA Liaisons start working
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• FCIA - Building a Trade, Building Value
    • FCIA Inspection idea becomes ASTM E 2174
      – Standard Practice for the Inspection…
    • FCIA & MasterSpec/BSD Relationship – FM Specs
    • FCIA Executive Director at Code Hearings
    • FCIA Hires Code Consultant - Koffel Associates
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• FCIA - Building a Trade, Building Value
  – 2003-2005
    • FCIA Education Program for FM Firestop Exam
    • FCIA & MasterSpec add ASTM E 2174 to specs
    • FCIA Launches Life Safety Digest Magazine
    • FCIA Membership grows to 120 members
    • FCIA Publishes Updates - Manual of Practice
    • FCIA Meets in Toronto, Canada
    • FCIA Apprenticeship Meets with US DOL
    • FCIA Website - #1 Google – Firestop Contractors
    • FCIA “DIIM” Evolves
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- FCIA - Building a Trade, Building Value
  - 2006 – 2007
    - FCIA & UL –
      - Develop the UL Qualified Firestop Contractor Program
    - FCIA at IAPMO Code
      - Only Plumbers for Firestopping?
    - FCIA joins UL Standards Technical Panel
    - FCIA Meets in Montreal, Quebec, Canada
    - FCIA Apprenticeship Standards Approved – WA State
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• FCIA - Building a Trade, Building Value
  – 2007 & 2008
    • FCIA Membership – Grows - 223 Members
      » Domestic
      » International
    • FCIA & International Accreditation Services
      – Accreditation for Firestop Inspectors
      – AC 291 – DRI Exam, 1 year experience in quality assurance
    • FCIA submits Firestop Draft to NFPA 80
    • FCIA at Masterspec –
      – Adds UL Qualified Firestop Contractors
      – Adds ASTM E2393
      – Adds References FCIA Firestop Manual of Practice
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• FCIA - Building a Trade, Building Value
  – 2007 & 2008
    • FCIA at Trade Shows – Build Awareness ….
      – Construction Specifications Canada
      – CONSTRUCT2008
      – FDIC
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• FCIA - Building a Trade, Building Value
  – 2009 & 2010
    • FCIA Educational Seminars in Dubai, Abu Dhabi, Qatar
    • FCIA Total Fire Protection/Containment Symposiums
      – Denver, Chicago
      – Dubai
      – San Francisco, Los Angeles
    • FCIA RPP-S-2011.1
      – Recommended professional practice for Survey of Existing Buildings
    • FCIA SAMPLE Management System Manual & Education
    • FCIA revises ASTM E 2174, ASTM E 2393
    • FCIA Adds ASTM E 2174 & ASTM E 2393 to 2012 IBC
    • FCIA at ALA, AIA, TIAC, CSC, CSI, ASTM, IAMPO, ICC Codes,
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• **Membership Reflects FCIA’s Activity**…
  – Codes & Standards – ICC, NFPA, ASTM, IAS, IAPMO, NBC, Worldwide UL STP’s
  – Program – Education, US & Overseas
  – Legislative – Track, Advocate
  – Marketing – Relationships, Trade Shows
    • CSI, CSC, ALA, ICC, more…
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• Membership Reflects FCIA’s Activity…
  – 284 Members…and growing
    • US, Middle East, Canada, UK, Far East, Spain…
  – FCIA 1999 Vision
    • “I” = International
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- FCIA Membership Benefits
  - FCIA Committee Participation
  - FCIA.org Website
    - Member Lists –
      - FCIA = #1 Google Result
      - ‘Firestop Contractors’
    - FCIA FM, UL, IAS Member Lists
    - Members Only Access
  - Life Safety Digest
  - Build Industry Together
  - Relationships …
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FCIA Membership Means ........

- Industry Investment
  - FCIA Advocacy
  - FCIA Publications
  - FCIA Firestop Manual of Practice
  - **FCIA Conferences**
    - Education & Committee Action
    - Firestop Industry Conference & Trade Show
    - FCIA Educational Seminars
      Abu Dhabi 2011
    - FCIA & UL Total Fire Protection and Total Fire Containment Systems Symposiums - 2011
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• FCIA Membership Benefits - Relationships
  – Work, Grow, Learn, Share…..and Fun
The FCIA Report

• **FCIA – 10+ years, where are we?**
  – As we promised...
    • *Firestopping Trade*
      – Approved/Qualified Contractors
      – Inspection Standards in Code
      – Maintenance & Management
      – Workforce Apprenticeship – Career Path
      – Relationships
    • **Contractor Voice**
      – Codes, Specs, Standards, Education
    • **International Scope**
      – Not just in name....
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• Introducing FCIA – Where are we now…
  – 2011 – Keep Improving, New Ideas

• FCIA at IAS Annual Meetings – AC 291 Firestopping
• FCIA at ASTM – New Certification for Inspectors, Installers
  – ALL FIRESTOPPING, NOT JUST PLUMBING
• FCIA at ASSE 9000 – Firestop / Containment Workers Added
• New FCIA Website
• FCIA at ASHE Show - Tampa
• FCIA Apprenticeship Education Moving
• FCIA at ULC – Toronto
• FCIA FM, UL – New programs for Contractors!
Firestopping & Compartmentation for Safety

Proper ‘DIIM’ Effective Compartmentation Means Reliable Systems…

• Properly *Designed* -
  – Tested and Listed Systems, *Specified by CCS,CDT*

• Properly *Installed AND*
  – FCIA Member, “FM 4991 Approved, and or UL Qualified Contractors”

• Properly *Inspected AND*
  – ASTM E 2174 & ASTM E 2393, by *IAS AC 291 Accredited Inspection Firms*

• Properly *Maintained and Managed* – IFC 703.1
  – FCIA Member, FM 4991 Approved, or ULC – UL Qualified Contractor
The FCIA Report

• **FCIA – 10+ years, where are we?**
  – *We’re not Finished…*

  • **Firestopping Trade**
    – Approved/Qualified Contractors
      » Specs Held
      » Code Requirement
      » Education
    – Maintenance & Management
      » Get the word out, Educate
    – **Workforce Apprenticeship Education**
      » Trained Workforce, Career Path
    – Relationships…
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• FCIA NEW PROGRAM ANNOUNCEMENT
  – FCIA Accreditation Committee
FCIA 2011 Education and Committee Action Conference

• FCIA 2011 Committee Reports
The FCIA Report

- **FCIA 2011 President – Bob Hasting**
  - **FCIA Committee Reports**
    - Membership
    - Accreditation
    - Apprenticeship
    - Technical & Education
    - Code
    - Standards
    - Legislative
    - Marketing
    - Program
The FCIA Report

- **FCIA Committee Reports**
  - Membership – Bill McHugh for Bill Hoos
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - New Contractor Members
    - All Trades Firestop – TX
    - ARC Construction Services, Inc. – MD
    - Atlas Industries, Inc. – CO
    - Beckerle Consultants – MO
    - Canyon Insulation – CA
    - Chamberlain Roofing & Waterproofing – TX
    - Coatings Unlimited, Inc. – MO
    - Constech – Quebec
    - Darragh Co. - AR
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - New Contractor Members
    - Donley’s Restoration – OH
    - Durante Construction – OK
    - F&M Caulking – ONT, Canada
    - Fire Safety Services – LA
    - Firestop – WA
    - Firestop Systems Consultants – AZ
    - Fire Safety Services – LA
    - Jacobsen Construction – UT
    - L&C Insulation – WI
    - Monquart Enterprises – New Brunswick, Canada
    - NORKOTE, Inc. – WA
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - New Contractor Members
    - Roberts Firestop – CA
    - Sanders Construction, Inc. – NY
    - SEC Firestop – GA
    - Superior Sealants – Ontario, Canada
    - PLS Installation – CA
    - Priority Building Services - CA
    - Pro Firestop - MO
    - Procon Emirates, LLC – Dubai
The FCIA Report

• FCIA Membership – Bill Hoos & Jodi Clem
  – New Contractor Branch Members
    • Firestop Insulation Technologies, WLL – Qatar
    • Masco – Sacramento
    • Performance Contracting – Dallas
    • Performance Contracting – Houston
    • Performance Contracting – WA
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - New Associate Members
    - Applied Professional Engineering, LLC - Guam
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - New Manufacturer Members
    - Shield Industries, Inc.
The FCIA Report

• FCIA Membership – Bill Hoos & Jodi Clem

  – Membership Growth
    • 24 Contractors
    • 4 Contractor Branches
    • 1 International Contractor
    • 1 Associate

• Thanks to FCIA Promoters…
The FCIA Report

- FCIA Membership – Bill Hoos & Jodi Clem
  - 2000 – 40 Members
    - 2005 – 123
    - 2006 – 141
    - 2007 – 171
    - 2008 – 221
    - 2009 – 264
    - 2011 - 284
  - December 2011 – 300+?

- Retention 88-94%
- To-Date - 80% of Goal …
The FCIA Report

• Membership Value
  – FCIA Endorsed Phoenix Group Insurance Program
    • Workers Comp – FCIA, FM / UL Discounts
    • General Liability
    • Health
    • Auto
  – 5 Contractors SIGNED!
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• FCIA Social Networking
  – FCIA LinkedIn
  – FCIA Facebook
FCIA 2011
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• WIIFM – What’s In It For ME?
• Why should I Join FCIA??
  – Building a Firestop Trade, Building Reliability, Value…and telling the story.
    • FM & UL Contractor Programs
    • FCIA Manual of Practice
    • Apprenticeship Education
    • Education Programs
    • ASTM E 2714 & ASTM E 2393 Inspection Standards
    • FCIA Website for customers to find you
    • Life Safety Digest Magazine
The FCIA Report

• Membership Value
  – FCIA.org Listing
  – Life Safety Digest
  – Enewsletters
  – Discounts –
    • Life Safety Digest Ads
    • FCIA Education Programs
    • FCIA Firestop MOP
  – Relationships…
The FCIA Report

• FCIA Membership....Relationships
The FCIA Report

• **FCIA Committee Reports**
  – Accreditation –
  • Aedan Gleeson & Tom Hottenroth
FCIA Committee Reports 2011

• FCIA Accreditation Committee
  Aedan Gleeson & Tom Hottenroth
  • FCIA FM/UL Meetings – Continuous
    – NEW PROGRAM--Earlier!!
  • ICC Code –
    – ‘Need More Contractors’
FCIA Committee Reports 2011

- FCIA & FM, UL, ULC Contractors
  - US, Middle East, Canada Contractors
    - ...Thanks FCIA for coming to the Middle East….these programs are making a big difference here...
    - ...FCIA Member, Dubai
FCIA Committee Reports 2011
Accreditation - FCIA / UL Partnership

• **Firestop Contractor & AHJ Education**
  – FCIA Pre-Exam Preparation & FM / UL Exams
    • *5 Testing Locations in 2011*
      – Toronto, Chicago, New York
      – New Orleans, San Diego
  – *Management System Manual Outline*
The FCIA Report

• FCIA Committee Reports
  – Apprenticeship –
  • Bob Hasting & Don Donnelly
FCIA Committee Reports 2011

• Bob Hasting & Don Donnelly
  Apprenticeship Chairs
  – US DOL / FCIA National Standards
    • FCIA Development work - 2011
    • Two Administrators of Apprenticeship
      – Bureau of Apprenticeship Training States – US DOL BAT – 23 States
      – State Apprenticeship Committee or Council States – 27 states
        » WA SAC Firestop Containment Worker
        » Oregon Papers moving...???
FCIA Committee Reports 2011

• Apprenticeship - What’s this all about?
  
• **FCIA = Education Provider**
  – A highly trained & qualified Firestop / Containment Worker
  – Consistency in Education
  – Development of a more reliable employee

• **Professional Workforce**
  – A specialty workforce
  – Licensure or certification via the fed or state
FCIA Committee Reports 2011

- Apprenticeship “Trade” – Where are We at...
  - US DOL FCIA Standards - FILED
  - O-Net Classification – DETERMINED
    - 47-4099.99 - Construction and Related Workers, All Other
    - Firestop/Containment Worker
  - NAICS Code – FIRESTOPPING
    - Classification COMPLETE
    - PENDING PUBLICATION
FCIA Committee Reports 2011

• Apprenticeship “Trade”
  – *Education Modules Growing*
    • *Firestop Products become Systems*
      – Reproducable Education
      – Contributors Recognized
  – *Real Field Videos*
    • Gypsum, Block, etc. Walls
    • Concrete Floors, Wood Floors
    • Everything that penetrates…
  – *Articles Digitized on Firestopping*
FCIA Committee Reports 2011

• Apprenticeship
  – How do we achieve this?
    • FCIA Electronic Workspace & YouSendIt
    • Consulting Advisors
      – Ryan Bosscawen, Light Films Production
      – Eric Rice, Johns Hopkins University

• Volunteers
  – Summer Meetings

• FCIA Staff
FCIA Committee Reports 2011

• Bob Hasting & Don Donnelly
  Apprenticeship Chairs
    – More to come Thursday....
The FCIA Report

• *FCIA Committee Reports*
  – Technical & Education
    • Mike Dominguez & Bob Hasting
FCIA Committee Reports 2011

- **Technical & Education**
  - Bill McHugh for Mike Dominguez
  - FCIA Manual of Practice - Continuous Editing

- **Testing & Glossary – 2011**
- **Apprentice Modules – 2011**
- **Chapter 3 Expansion – 2011**
- **Code – 2011**
- **Education Programs**
  - Expand Circulation
- **More…Summer Meeting**
The FCIA Report

• *FCIA Committee Reports*
  – Code
    • Gary Hamilton & Bob LeClair
FCIA Committee Reports 2011


• **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 and Managed**
  – Per 703.1 by FCIA Member, FM 4991, or UL QFC Contractor

Means Reliability…

Firestopping, Compartmentation *and* Sprinklers
FCIA Committee Reports 2011

• FCIA Code Committee – 2011 Summary
  – ICC Success – Special Inspection for Firestopping
    – May result in need for a Specialty Firestop Contractor
  – IAPMO – Hearing – May 2, 3
  – NFPA - 101/5000 Codes
    • Fire Protection Features Committee
  – ICC Code Technology Committee Meetings
    • Healthcare
  – ICC 2015…Developing
FCIA Committee Reports 2011

• FCIA Code Committee – 2012 Coming
  – ICC Code – Due 1/2013
    • Defend Inspection Standards
    • Add FM 4991, UL Qualified Contractors
      – 75’ Buildings
      – 420’ High Rise Buildings
      – Special Occupancy
    • Submittals – Mandatory review
    • Others under consideration.
      – EJ’s – Clarify Language
      – T Ratings
      – Membrane Pens
      – Bottom of Shaft Walls
The FCIA Report

- **FCIA Committee Reports**
  - Standards
    - Eric Keeton & Mike Dominguez
FCIA Committee Reports 2011

• Standards Committee – Erik Keeton
  – FCIA Active at...
  – UL STP, ULC STP – Standards Technical Panels
    • Movement, Shrinkage, others...
  – ASTM
    • E 06 – Performance of Buildings
    • E 05 – Fire Standards
    • Personnel Certification
  – NFPA 80
  – ASSE 9000 Series - Installer and Inspectors
  – ASME A 112.20.2
FCIA Committee Reports 2011
Standards Committee

- **ASTM E06 Performance of Buildings Committee Meetings**
  - **ASTM E 2174/2393 Inspection Standards**
    - FCIA Chairs Task Group
    - Emphasize Product Data Sheet information
    - Industry Discussions – Shrinkage, etc.
  - **ASTM Design & Installation Guide**
    - IFC Initiative
    - Movement, Shrinkage
    - General Informational Guide
FCIA Committee Reports 2011
Standards Committee

- ASTM E06 Performance of Buildings Committee Meetings
  - ASTM “Performance” of firestop materials
    - Aging, Exposure, Movement, Shrinkage?
  - ASTM Personnel Certifications
    - FCIA Initiative
    - Certification for Installers, Inspectors
    - ALL FIRESTOPPING - NOT JUST PLUMBING
  - ASTM Firestop Inspector Credentials
    - Holding
FCIA Committee Reports 2011

• ASTM E05 Fire Standards Committee Meetings
  – Participate in Fire Standards Development
FCIA Committee Reports 2011

- Standards - UL 1479 / 2079 – (STP) Standards Technical Panel
  - UL STP Study Groups - Movement, Shrinkage
  - FCIA UL STP Meetings
    - At FCIA - April - 2009
    - At FCIA – November 2009
    - At FCIA – April 2011, November 2011
    - At UL – January 2011
    - UL Letter – Optional testing for shrinkage.

- FCIA Requested New Study Groups
  - ULC – Shrinkage, Movement
Firestopping & ASME/ASSE

- FCIA Participating...some success.
  - American Society of Sanitary Engineers Series 9000 – Installers, Inspectors
    - 4 Years Experience in installation of Piping
    - 4 Year Firestop/Containment Worker
    - 4 Year Mechanical Insulator
    - Plus training, pass exam
    - Plus OSHA 10
    - Exception : New workers...supervised by...

- Working on ASSE....
The FCIA Report

- **FCIA Committee Reports**
  - Legislative
    - Randy Bosscawen & Bill Weber
FCIA Committee Reports 2011

• Bill Weber, Legislative Chair
  – Track Legislation - Firestopping
  – START FCIA State Legislative Agendas
    • Licensing?
The FCIA Report

- **FCIA Committee Reports**
  - Marketing
    - Don Murphy & Mike Pautsch
FCIA Committee Reports 2011

- Marketing – Don Murphy, Mike Pautsch
- **Trade Show Exposure for FCIA Members**
  - ICC Show
  - ASHE PDC, Convention
  - CONSTRUCT Show

- **New Booth!**
- **Show Contacts**
  @ FCIA.org, Members Only
FCIA Committee Reports 2011

• Marketing – Don Murphy, Mike Pautsch
• Marketing Exposure – FCIA.org
  – #1 Google Hit for ‘Firestop Contractors
  – #1 Page Visited – Member Lists
  – Website Visits…Project Leads
  – UPDATE YOUR PROFILE!!!

• Have you looked at FCIA.org lately??
The FCIA’s mission is for member organizations to be recognized throughout the construction industry as preferred quality contractors of life safety firestop systems. Membership Benefits

Looking for a Firestop Professional? For the best Firestop Contractors, Manufacturers, Consultants, Distributors, Reps, and more, FCIA.org Member List is the place for you. Firestopping, Fire / Smoke Damper Inspections, Fire Door Inspections, Fire Rated Glazing, Fire Rated Expansion Joints, Fire Rated Wall and Floor Systems, Fireproofing,

FCIA’s Education & Committee Action Conference 2011
April 26-29, 2011 - New Orleans

FCIA’s Firestop Industry

FCIA Committee Reports 2011

• **Life Safety Digest**

• **Editorial Focus**
  – Healthcare, Education,
  – Multi-Family, Hi Rise

• **Circulation**
  – 10,000 firms - 25,000 people
  – Building Officials, Fire Marshals, Architects, Specifiers, Contractors
  – FCIA Member Discounts
  – Articles – WELCOME…
Such elements shall be **visually inspected by the owner annually**, and properly repaired, restored or replaced when damaged, altered, breached or penetrated.

Where concealed, such elements shall not be required to be **visually inspected by the owner unless the concealed space is accessible by the removal or movement of a panel, access door, ceiling tile, or similar moveable entry into the space**.

Openings made therein for the passage of pipes, electrical conduit, wires, ducts, air transfer openings, and holes made for any reason **shall be protected with approved methods capable of resisting the passage of smoke and fire**.

Openings through fire-resistance rated assemblies shall be protected by self closing or automatic-closing doors of approved construction meeting the fire protection requirements for the assembly.
FCIA Committee Reports 2011
Program Committee

• Scott Rankin, for Jodi Clem, Chair
  – Plan Topics, Locations – 2011
    • November FCIA Firestop Industry Conference & Trade Show –
      – Paradise Point, San Diego
    • 2012 – Spring – Las Vegas
    • 2012 – Fall - ??
FCIA Committee Reports 2011


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Means Reliability…

Firestopping, Compartmentation and Sprinklers
The FCIA Report

- **FCIA 2011 President – Bob Hasting**
  - **FCIA Committee Reports**
    - Membership
    - Accreditation
    - Apprenticeship
    - Technical & Education
    - Code
    - Standards
    - Legislative
    - Marketing
    - Program
Life Safety Organization Report

• Bob LeClair, LSO Chair
FCIA Committee Reports 2011

Summary

• The FCIA Message…
  – Promote
    • *Specialty Firestop Contractor TRADE*
    • *DIIM – Firestopping & Life Safety Systems*
  – *Teamwork*…. 
FCIA 2011 Education and Committee Action Conference

Hotel Monteleone, New Orleans
April 27, 2011
The FCIA Report

- **FCIA 2011 President – Bob Hasting**
  - **FCIA Committee Meetings** –
  - **Look for the Table Tents**…
    - Membership
    - Accreditation
    - Apprenticeship
    - Technical & Education
    - Code
    - Standards
    - Legislative
    - Marketing
    - Program
  - **All are welcome**
  - FCIA Antitrust Statement
• Association Do’s and Don’ts

  – **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.

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FCIA 2011
Education and Committee Action Conference

FCIA Headquarters Staff
• Bill McHugh, Exec. Dir.
• Angie Sims
• Linda McHugh
• Jeanne Beyer
• Jessica Roque