



# Georgia Fire Sprinkler Association

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P.O. Box 661 Grayson, GA 30017

## **GENERAL MEETING MINUTES**

**Tuesday, October 9, 2018**

The October 9, 2018 meeting of the Georgia Fire Sprinkler Association was held at SPP Pumps in Norcross. GFS A President Patrick Cordi called the meeting to order at 11:15 AM and welcomed everyone. Patrick briefly explained the reason for the meeting and asked everyone to keep comments and questions short and speak one at a time. Patrick opened the meeting with prayer.

**Vendor Spotlight:** Michael Johnston presented a number of new products from the Quikcoup grooved product line. The company is based in northern Israel near Sea of Galilee. For the most part, products are considered domestic for use in the United States. This line is big in Europe and this is a re-introduction to the US market. All Quikcoup couplings are ductile iron and all manufacturing, inspection, and testing is done at their facility.

Quikcoup was the first to develop the one bolt coupling and they are migrating the one bolt concept to new products. There are many new products coming. Presently the only distribution is through Leonhardt Supply.

Approximately 11:45 Patrick invited everyone to enjoy lunch prior to continuing the meeting then called the meeting back to order at 12:10 PM. Guests included Michael Johnston with Quikcoup, Brian Biggs and Caleb Armbrust with NFSA, Bradley Elliott and Linda Biernacki with AFSA.

Patrick said, in the email meeting invitation and to open the meeting, the purpose of this meeting will be to vote for one of three options as an association: Become a full AFSA Chapter, become a full NFSA Chapter or become an independent association with no national affiliation. The AFSA and NFSA personnel are to address the gathering, and they and GFS A leadership will answer any questions from the voting members. Side-by-side comparison of the three options was provided.

After the question and answer session, anyone not eligible to vote will leave and the GFS A-only discussion period will begin. Once the discussion period closes, we will take a vote. The vote will be by secret ballot. Should the option receiving the most votes not achieve a 50% plus one majority, there will be a second vote consisting of only the two highest vote-getters.



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Patrick invited the AFSA representatives to speak first. Bradley Elliott, Linda Biernacki with Fire Tech Systems, Inc., and Jeff Phifer with Crawford Sprinkler spoke of their background in the industry. Linda is the Membership chair with the AFSA and as a contractor in six states she spoke from a contractor's position. She started her company 1990 in and from day one was an AFSA member. Through the AFSA she has been engaged with apprenticeship training, designer training, and every single department of training offered by the AFSA. Linda believes her success is because of the AFSA always being available for mentorship. The formal interpretations offered by the AFSA have saved her company thousands of dollars.

The Louisiana Sprinkler Association was affiliated with AFSA and since becoming a full AFSA chapter, the association membership has doubled and all are AFSA members. Linda said the Louisiana chapter brings national speakers for CEU seminars with the seminar in the morning followed by lunch then the meeting. This is done four times per year. The training for management, employees, and AHJ is priceless. Linda said the AFSA does not want to bring separation; the intention is to bring additional resources to the GFSA. A Full AFSA Chapter has the potential for \$20,000 in grants from the AFSA.

Jeff Phifer with Crawford Sprinkler said his father and grandfather have been involved with the NFSA and AFSA. His company has saved ten times annual AFSA dues just with the AFSA insurance program. The AFSA Insurance Program allows him to keep his relationship with his current agent. The AFSA has a 401k plan and they have been able to cut their costs by going to the AFSA 401k plan. The South Carolina association is a full chapter of the AFSA and they partner with the North Carolina chapter multiple times per year for meetings and seminars. Jeff said the AFSA structure is based on chapter membership. Most Committee members come from local chapters, often committee members move to the AFSA Board. The AFSA does not run chapters; the Chapters run the AFSA. Jeff is the south east regional director for the AFSA.

Bradley Elliott spoke of the new online safety portal on the AFSA website which incorporates tool box talks and anything safety related and is free for AFSA members. 70% of GFSA members are current AFSA members and the AFSA is better fit for the GFSA. AFSA is merit shop based and now has 30 chapters in US and has expanded into Canada. Bradley said all Chapter members must be AFSA members. He said current Affiliate Chapters are welcome to continue as they are but the AFSA is not accepting any new Affiliate Chapters.

Brian Biggs and Caleb Armbrust spoke for the NFSA. Caleb reviewed topics from the July GFSA meeting where the NFSA spoke. He said one of the NFSA Missions is the



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same as shown on the GFSA website: To save lives and protect property from fire through use of fire sprinklers. This vision means a stronger industry and a safer world. The NFSA promotes protection by sprinklers and in early 2019 the NFSA is donating burn trailer to the Georgia State Fire Marshal's Office.

Caleb read the September 17, 2018 letter from Shane Ray offering NFSA resources to the GFSA but not requiring GFSA members to join the NFSA. A prior proposal required local companies to join NFSA. Caleb reviewed the NFSA committee meeting structure for contractors and suppliers. The NFSA wants to do what is best for the industry. The NFSA hopes to help with cost of chapter meetings. Shane Ray would have been here but is doing multiple demonstrations with burn trailer.

Brian was invited to come to Georgia and welcomes the opportunities to help. Brian is from Nashville and close enough to help as needed. Caleb and Brian highlighted the NFSA regional operations team who would help to provide service (training, education, etc.) for members.

Regarding AHJ training, the NFSA staff and contractors in Maryland and other chapters figure out what training is needed the provide it. For public relations the NFSA is developing TV grade commercials the industry can use when needed. Chapter grants up to \$10,000 may be available for side by side demonstrations, running commercials, and other activities. The NFSA issues prompt press releases in the event of major fires.

Many questions were asked and answered as the subject was discussed. The vote was complete at 2:25 PM with the results of 12 to become a chapter in the AFSA, 7 to become a chapter in the NFSA, 4 to remain independent, and one "no vote."

Jimmy Hunt reported a balance in the bank account of \$14,686.15.

The meeting was adjourned at 2:32 PM.



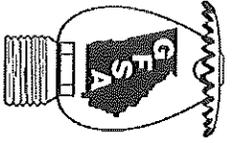
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Name	Company	Phone	Email Address
1. <u>Bobby McWright</u>	<u>ATLANTA SPINKER</u>	<u>7-867-5788</u>	<u>BOBBY@ATLANTA SPINKER.com</u>
2. <u>Ferny Dickert</u>	<u>ARCONSPLY</u>	<u>7-296-7982</u>	<u>fdickert@arconsply.com</u>
3. <u>Billy Wood</u>	<u>GFSH</u>		<u>BillyWood@ATH.net</u>
4. <u>BREAN BEGES</u>	<u>USFA</u>	<u>615-642-9717</u>	<u>BEGES@USFA.ORG</u>
5. <u>LUIS DUMBRUST</u>	<u>USFA</u>	<u>614-315-1358</u>	<u>DUMBRUST@USFA.ORG</u>
6. <u>Patric Cora</u>	<u>WINSTON</u>	<u>(404) 416-0162</u>	<u>pat@winston.net</u>
7. <u>Allen Cagle</u>	<u>Pro Tee</u>	<u>678-533-9282</u>	<u>sparker@proteefire.com</u>
8. <u>MO TARKER</u>	<u>ESI, INC</u>	<u>404-644-4730</u>	<u>mo.tarker@smire.com</u>
9. <u>Matt Woodie</u>	<u>Reliable</u>	<u>770-846-5296</u>	<u>woodie@reliable sprinkler.com</u>
10. <u>Tony Haberman</u>	<u>Munge</u>	<u>901-415-8169</u>	<u>thaberman@supplynet.com</u>
11. <u>Michael Gossis</u>	<u>Key Fire Protection</u>	<u>706-330-8822</u>	<u>mike@keyfms.com</u>
12. <u>Jeff Danner</u>	<u>Atlanta Sprinkler</u>	<u>SPINKER</u>	<u>attner</u>
13. <u>Bennett Bickel</u>	<u>Nichols</u>	<u>470-932-8003</u>	<u>bennett.bickel@nichols.com</u>
14. <u>JEFF PIERRE</u>	<u>CRAWFORD SPINKER CO.</u>	<u>803-261-2222</u>	<u>jeffp@crawfordspinkler-sc.com</u>



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Name	Company	Phone	Email Address
15. John Jordan	AFFS	404-925-5294	jjordan@alliancefire.com
16. Mundy Buckley	AUSOUTH SPRINKLER	770-710-5474	MUNDY@AUSOUTHSPRINKLER.COM
17. CREEZ Cowley	RISCO	678-928-1612	CCOWLEY@RISCO-INC.COM
18. JEFF MITCHELL	Lehigh Fire	770-945-2338	JMITCHELL@LehighFP.COM
19. MADISON HORTON	AmeriPipe	770-744-8393	MORTON@AMERIPipe.COM
20. Madison Parsons	Globe	104-297-9603	Madison.Parsons@GlobeSprinkler.com
21. Taylor Johnson	Globe	678-446-6631	Taylor.Johnson@globeSprinkler.com
22. Bradley Elliott	AFFSA	244-420-3031	bradley@thesprinkler.org
23. Zorpu Watson	Globe	770-510-6159	zelp.watson@globesprinkler.com
24. Chrisms Powell	FRS		CPowell@FRSGA.com
25. Paul Powell	Core and Flame	404-279-0573	PaulPowell@coreandflame.com
26. Linda Biernacki	AFFSA FireTech	3848494335	lbiernacki@firetechsystems.com
27. Beverly Davidson	Atlanta Fire		
28. Doug Mitchell	Advantage Fire	7-832-9530	



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29. <u>Jane's Hunt</u>	<u>Watts</u>	<u>770/982-7875</u>	<u>Jane.Hunt@watts.com</u>
30. <u>Mike Vaughn</u>	<u>Ferguson Fire</u>	<u>678-238-0816</u>	<u>Michael.Vaughn@Ferguson.com</u>
31. <u>Luis Moore</u>	<u>Spears Mtg</u>	<u>706-799-2978</u>	<u>lmoore@spearsmtg.net</u>
32. <u>Chris Stewart</u>	<u>Johnson Ctrk</u>	<u>404-394-5928</u>	<u>Chris.Stewart@jci.com</u>
33. <u>Bre Harris</u>	<u>1800 Water Damage</u>	<u>470-322-0813</u>	<u>Bre.Harris@1800waterdamage.com</u>
34. <u>David Johnson</u>	<u>CP S</u>	<u>678-526-3112</u>	
35. <u>Angela Spore</u>	<u>CP S</u>		
36. <u>Stan Watts</u>	<u>Watts</u>		<u>Stan.Watts@watts.com</u>
37. <u>Joshua Leonard</u>	<u>CP S</u>	<u>704-201-2424</u>	<u>jleonhard@leonhardpipe.com</u>
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