



EDUCATIONAL FOUNDATION FOCUS

Residential Fire Sprinkler Training Available Through Foundation & FireSmarts

By Bob G. Caputo, CFPS, CET

On September 21, 2008 the International Code Council (ICC) adopted amendment RB64-07/08 to the 2009 International Residential Code (IRC). This amendment mandates that beginning January 1, 2011 all new one and two family residential dwellings, along with townhomes, be equipped with fire sprinklers.



The fact of the matter is that the fire losses in the United States are staggering in terms of the lives and property we lose each year. Because the losses occur in one's and two's every day, rather than a few catastrophic events each month, they go largely ignored by the national media. I once heard a keynote speaker at a sprinkler association's convention note that fires in single family dwellings alone kill the same number of

people that we would lose if two 747 jet airliners collided over the U.S. every month. He asked rhetorically if we thought there would be a change in the way flights were scheduled or flown if that actually happened twice in a year, let alone every month for years. You could have heard a pin drop.

In my twenty plus years lobbying for and promoting fire sprinkler installations, I've heard opponents talk about the cost versus the benefit and focus on the fact that today's construction is safer than older homes, with more electrical outlets and better circuit breakers, etc. Let's be clear and factual: electrical fires account for only about 15% of fire ignition sources. However, unattended candles, smoking materials and cooking equipment account for the lion's share of ignition sources—in other words, caused by people.

At some point along the way, society accepted the fact that we were going to wear a seat belt while driving our cars. Many of us hated that and some people still don't buckle up today. Regardless, our laws caught up with the financial reality that way too many people were dying or injured beyond where they would be had they just buckled up. The cost was too great not to impose this new law in the face of proven factual data. There can be no mistake that we are at the same point with residential fire sprinklers and all of the fighting, legal wrangling and attempts

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Upcoming Foundation Training Opportunities

In-Person Training Events

March 16-19

Essentials of Project Mgt. Course (Lansdowne, VA)

Teaching attendees that common sense, standardized procedures and clear communication are the keys to strong productivity and steady profits. Info: www.foundation.phccweb.org or call John Zink at (800) 533-7694.

March 22-25

HVACR and Mechanical Instructor Workshop (Lansdowne, VA)

Learn how to train the next generation of skilled workers for the HVACR and plumbing industries. For more information on the educational sessions, participating exhibitors, and registration, please visit www.instructorworkshop.org.

Webinar Training Events

Sponsored by Kohler Company
Visit www.phccweb.org/foundation to register for any of these webinars or view recording of past sessions.

March 16

HR Compliance Issues for Government Contractors

Eve Framiñán, The Personnel Office

March 30

Residential Fire Sprinklers: Starting Your Business Plan

Steven Scandaliato, FireSmarts

April 13

Estate Taxes 2011: The Tail No Longer Wags the Dog in Family Business Estate Planning

Wayne Rivers, Family Business Institute

Making an Impact in Life and Beyond

There are many ways to support the PHCC Educational Foundation, including making provisions to provide a charitable gift from your final estate.

Last year we shared the sad news of the passing of PHCC Past President and Foundation Board of Governors member William F. Lynch. Bill was a very successful contractor from Massachusetts who used his business skills to found & then grow his company into a multi-million dollar contracting firm.

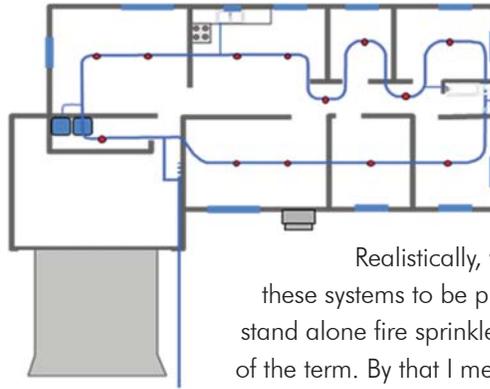
Every successful plan covers how the story ends, and the Foundation was notified that Bill's final plan included a generous gift to the endowment fund. This permanent fund is what generates the investment dollars that pay for Foundation educational programs.

If you are considering naming the Foundation in your will or other final arrangements, please consult your accountant. A qualified professional with estate planning experience can ensure that your gift is structured in a way that provides you with the most benefits possible in life and is not obstructed in the legal process during final estate distributions.



William F. Lynch's son Mac accepts a memorial plaque honoring his father during a recent visit to the PHCC office.

Residential Fire Sprinkler Training, from page 1



to roll-back the codes to avoid accepting the inevitability of this new mandate are ridiculous. Fifty years from now, no one will want to live in a home without fire sprinklers.

Realistically, we should expect the majority of these systems to be plumbing systems as opposed to stand alone fire sprinkler systems in the traditional sense of the term. By that I mean that many piping systems will be multipurpose piping systems supplying water to plumbing fixtures and fire sprinkler nozzles, through a shared plumbing system. As such, the work is more likely to be performed by the residential plumbing contractor than a stand-alone fire sprinkler contractor.

With the current state of our economy and the market conditions, most plumbers will be happy to accept the challenges and opportunities this brings to their doorsteps. But, what is it they say about no free lunches? Business related considerations such as licensing and insurance must be addressed and proper training must be obtained to ensure this work is performed correctly.

Bob Caputo is a Fire Smarts Faculty member with more than 25 years experience in the fire protection community. He has been an instructor since 1989, teaching seminars for NFPA and the American Fire Sprinkler Association (AFSA). He holds a Certified Fire Protection Specialist (CFPS) designation, fire sprinkler contracting licenses in multiple states, and serves on the NFPA 13 Installation and NFPA 25 Committees. www.BobGCaputo.com.



Residential Fire Sprinkler Training

Fire Smarts and the PHCC Educational Foundation are working together to deliver training programs geared to take experienced plumbers and add the skill set for residential fire sprinkler installation. As you consider this opportunity for your business, invest in training to understand these systems and the codes that govern them.

Instant Access:

PHCC members have free access to recordings of these residential fire sprinkler webinars through the PHCC Web site:

- Grow Your Business With Residential Fire Sprinklers
- Residential Fire Sprinklers: Multipurpose Systems
- Introduction to NFPA 13D - Sprinkler Systems for One and Two Family Homes
- Types of Piping and Sprinklers for Residential Fire Sprinklers

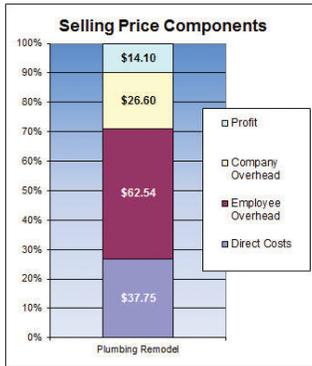
Live Seminars:

PHCC chapters and even individual companies interested in bringing a sprinkler seminar or business management seminar to their area can contact the Foundation at (800) 533-7694.

Calculating Costs & Profits Just Got Easier

Introducing the PHCC Overhead & Profit Calculator

Selling Price Components		
Click the blue shaded cell below to select a department from the drop down menu.		
Plumbing Remodel		
Direct Costs	\$ 37.75	27%
Employee Overhead	\$ 62.54	44%
Company Overhead	\$ 26.60	19%
Profit	\$ 14.10	10%
Totals	\$ 140.99	100%



The Foundation is proud to announce the release of its newly upgraded and enhanced software: PHCC Overhead & Pricing Calculator. The new software is a significant leap beyond the Foundation's previous overhead worksheets and was developed using feedback gathered from contractor users. The result is a greatly expanded set of spreadsheets that is more flexible, more accurate and can better tell the story behind the numbers you enter. At its core it remains a simple to use tool that helps small contractors find a selling price that covers all their costs of doing business and provides the net profit percentage they desire. The CD comes loaded with Excel spreadsheets that take users through the steps of calculating their Labor Costs, Overhead Costs, Break-Even Rate, Profitable Selling Price, Monthly & Annual Budgets, and Target Revenue & Profit Goals.

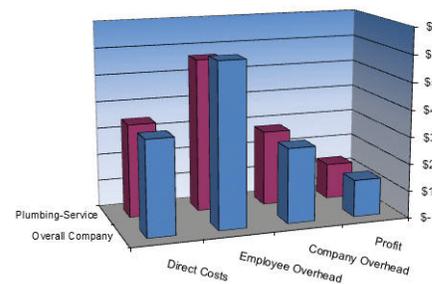
The CD includes narrated tutorials to guide users through how to use the worksheets and a printed guide with additional instructions and examples. Extra tools on the CD include a Lost Time to Dollars productivity calculator and a Financial Ratios calculator to help you analyze & compare your financials against industry averages.

New Features in the 2011 Version:

- Ability to track costs and revenue for up to 50 employees.
- Ability to allocate employee & overhead costs and revenue across up to 10 different departments.
- Easier & more precise method to account for office staff costs.
- Get a properly calculated selling price to use for the entire company or selling prices tailored for each department.
- New reports worksheet that graphs your data and allows comparisons between employees and departments.
- New budget worksheets that allow you to build a monthly plan for your revenue and expenses, with instant feedback on how your decisions will impact cash flow.

You can get a preview of the software at the PHCC Educational Foundation's online Contractor Resource Center: www.foundation.phccweb.org/overhead.

Department Costs Comparison



360 Online Training Courses Available

PHCC members can save 10% on online courses offered through the Foundation's partnership with 360 Training. The online courses include a wide variety of continuing education, technical, environmental and safety topics for HVACR and plumbing journeymen, apprentices, and business owners. The catalog includes more than sixty topics in three course libraries: Contractor; Environmental; and Technical, Industrial and Safety Skills.



Technicians who need to renew their NATE certifications can find a wide variety of NATE-recognized courses in the Contractor Library.

To view the entire course catalog, visit <http://phccweb.360training.com>. To receive the PHCC member discount on all courses, enter a special member code at checkout. This member code can be obtained by logging in on the PHCC web site and searching for the 360 online training program.



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Please make your contribution at
www.foundation.phccweb.org/invest
or by calling 800.533.7694.



GIVING IS EASIEST WHEN DONE A LITTLE AT A TIME - SET UP YOUR 2011 AUTOMATIC MONTHLY GIFT PLAN NOW!

Thank you for your support. It is very important and is highly valued by everyone involved with the Foundation. Please make checks made payable to the **PHCC Educational Foundation** & return to: **180 S. Washington St., P.O. Box 6808, Falls Church, VA 22046.** The PHCC Educational Foundation is a 501(c)(3) non-profit and donations are tax deductible to the full extent allowed by law. You will receive a letter confirming your contribution for your tax records. Call with questions (800) 533-7694. **Thank you! More details at www.foundation.phccweb.org/invest.**

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