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.
NEW Members & Existing Members

• Who is FCIA?
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 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?

• 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 a industry knowledge document?
    • What can FCIA do at Code Development Org’s?
  – Resulted in ....
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
  – Board of Directors
Welcome - From the 21st FCIA Board of Directors....
How is FCIA Governed?

• Board Elections Yearly
  – ‘Voting Members’
    • Contractors
    • Consultants
  – Directors
    • 9 Directors
    • 3 year terms
    • 3+(−) Directors rotate off each year
  – Secretary, Treasurer, Vice President –
    • 1 Year Terms
What does FCIA Do?

• Promote FCIA Industry Strategy - DIIM
  – Advocate
  – Education
  – Exposure
  – Networking
• 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 *AND Manufacturer Educated*
  • *Maintain Protection* – Annual Visual Inspection, FCIA Members
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, Symposiaums

• Education & Exposure
  – FCIA MOP, FREE 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

• Firefighters, Education & Egress—
  – Building Owners & Managers, Building Occupants and Firefighters
“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 *AND Manufacturer Educated*
  • *Maintain Protection* – Annual Visual Inspection, FCIA Members
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 – 2003-2006
• “Build a Unique Program for 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
Technical, Education, Apprenticeship

• MOP & Firestop Containment Worker Education
  – 3rd Edition – 2005
    • Ch. 3 - 50 to 525 pgs. - Spring 2014
  – 7th Edition Just About DONE...2021
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 Price @ $500/Members**
  – DVD & FSCW Book
Standards Committee

• **ASTM E2174/ASTM E2393 Inspection Standards**
  – 1999 FCIA Spring Conference -
    • “Why no IBC Independent Inspection required - fireproofing?"
    • 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
  – **RESULT = Inspection in 2012 IBC Code**
Standards Committee

• ASTM E2174, ASTM E2393 Inspection Standards
  – Appendix describes FM & UL

  – ASTM Inspection in 2012 IBC – States, Jurisdictions
  – IAS AC 291 Accreditation Starting to Grow...

• UL Standards Technical Panel – Membrane Pens
• ASME Defeated
Code Committee
ICC, NFPA & IAPMO Code Development
Code Committee

- **Successes**
  - Firestop Inspection Standards in Code
    - High Rise, Critical, Residential >250 (50,000sf)
  - Fire Code – 703.1 to 701.6 ....2016, W/Others...
  - ‘Install so as not to dislodge’ to listing and manufacturers installation instructions’.
  - Systems to Chapter 7
  - Fire & Smoke Protection Features
  - Healthcare Proposals
  - 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 & Quality Control Program
  - NFPA 101/5000 Annex, Inspection/Firestop Contractors
  - Barriers
Marketing Committee
Outreach & Relationships

- Healthcare - ASHE/FCIA/UL/TJC
- ASHE Insider Article - Symposiums
- ICC Expo & ABM
- APPA
- AGC
- BOMA
- 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 Conference, and Times
- IFMA Facility Fusion
- Much More...
Marketing Committee
Outreach & Relationships

• City of Chicago
• City of Tampa
• Clark County, NV
• City of New York
• City of Dallas
• BOAT, TX
• Many more...
Marketing Committee
Outreach & Relationships

• FCIA Webinars –
  – Over 150 sites per session
  – 2014 - 8 Sessions
  – 2015- 2019 – 12-15 sessions
  – 2020 – 20+ Sessions
  – Virtual Symposiums
Marketing Committee
Outreach & Relationships
Marketing Committee Trade Shows @ CSI & SCIP, ICC, AIA, ASHE, NFPA, IFMA, SFPE, CSC, CHES, more
Marketing (& Accreditation )
@ Barrier Management Symposium
Live & Videos

2014 –
• CO
• AL
• PA
• CA

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

2016–
• AR
• CHES
• Videos

2017/18
• 1 TJC
Central
AZ, 2
MO/S.IL
Chapter
ASHE
• APPA
Conv.
FCIA Membership Strong

• FCIA Member Dues Fund Initiatives
  – Firestop Contractors
  – Firestop Inspection Agencies
  – Firestop Distributors
  – Firestop Manufacturers
  – Friends of FCIA
    • Building Code Officials/Fire Marshals
    • Building Owners and Managers
Membership Committee

- **Membership** – Renewals @ 86-92%++
- 1998 - 7 Members
- 1999 - 40 Members
- 2000 – 71 Members
- 2001 - 104 Members
- 2005 – 121 Members
- 2008 - 215 Members
- 2017 – 340 Members
- 2018 - 355 Members
- 2019 - 367 YTD & More coming...
- 2020 = 350 – and holding...86% retention
Membership Committee

• FCIA Membership –
  – Contractors – 284
  – Manufacturers - 14
  – Associates – 42
    • 32+ Inspection Agencies
    • 5 IAS AC 291
  – Friends/Retired - 4

• Renewals @ 86%
FCIA Membership

• Why is Member Retention 82-92% 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
  - RAIC, TIAC, ACBOA, NS, MB BOA’s
- NRC-CNRC @ FCIA’s Symposiums
- FCIA Education for ULC Firestop Exams
- FCIA @ NEW Canada National Master Spec
- FCIA French Spec @ FCIA.org
Membership/Marketing
‘FCIA On-Location – Canada’

• FCIA Symposium – Ottawa, Winnipeg, Edmonton, Montreal, Virtual more....
  – 100++ Attendees – MBCOA, CSC, FCIA
  – Relationships –
Program Committee

• Picks Cities
• Plans Conference Content
• Great Team!
Legislative Committee

• Monitors Legislation re: Firestopping
  – Firestop Contractor Licensing
    • Local Efforts
    • National and International Effect
  – Future?
FCIA Association Report

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

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

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