

Discussion Points for Membership Value

I. Technical Services

- A. Two fire protection engineers and one NICET level IV prior contractor with over 30 years of practical experience on staff. They can answer technical questions quickly via phone, fax or email. They render informal interpretations that can change an AHJ's opinion on how an installation should be performed. These interpretations have saved members thousands of dollars. three specific instances saved contractors \$20,000, \$10,000 and \$8,000 on a single job. AFSA has an interpretation online library with over 1600 interps in their archives which is available to members only.
- B. Roland Huggins coordinates appointments of AFSA members to NFPA Standards committees. Presently, there are AFSA reps. on 25 committees.
- C. Our tech services staff author technical bulletins and magazine articles.
- D. They are also involved with the major code groups to promote the use of fire sprinklers.

II. Education and Training

- A. Fitter correspondence course.
- B. Designer correspondence course.
- C. Foreman training correspondence course.
- D. Project management course.
- E. NICET study guide.
- F. NICET study guide for inspector certification.
- G. Design school.
- H. Traveling seminar series.
- I. Virtual seminars.

III. Insurance

- A. AFSA has the best business insurance package in the industry.
Call 800-725-7472 or Lloyd Ivy @ 214 349-5965 Ext. 120.
- B. Group Health Insurance package exclusively for AFSA members.
Call Ed Sterczek @ 708-349-3900.

For more information go to: www.sprinklernet.org. and look under AFSA endorsed services.

IV. Convention

- A. The largest annual convention with exhibits for the fire sprinkler industry.
- B. National apprentice competition.
- C. Management level seminars.
- D. You will pick up many good tips from talking to contractors from different parts of the country.

V. *Sprinkler Age* magazine, *Tech Talk*, *Tech Update & Contractor Network* are AFSA publications that are pertinent to the fire sprinkler industry.

VI. [WWW.sprinklernet.org](http://www.sprinklernet.org) web site

- A. Averages over 11,000 individual hits per month.
- B. AFSA comes up #1 on the Google, Yahoo, MSN search engines when fire sprinkler is used as the search criteria.
- C. Member companies and their websites are linked to the national web site.
- D. Many people access the web site to find contractors, products and manufacturers/suppliers of fire sprinkler products and services.
- E. Updated industry news.
- F. Links to similar organizations such as the Home Fire Coalition, NFPA, etc.

VII. Chapters

- A. Twenty chapters nationwide that meet to address local issues that affect our industry.
- B. Chapters raise money for charity through golf and softball tournaments, seminars and trade shows.
- C. One chapter member said he picked up enough information at the meetings to pay his yearly dues.

VIII. Enterprise Fleet Services

- A. Member discounts for vehicle acquisition.
- B. Maintenance and service management.
- C. Fuel discount cards.
- D. For more information, go to www.sprinklernet.org and look under AFSA endorsed services.