



Annual Forum

February 17-21, 2022

Hyatt Regency Coconut Point
Bonita Springs, Florida

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40 Years!*



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A Message from the President



Dear FSSA Members and Guests:

Welcome to the award-winning tropical Hyatt Regency Coconut Point Resort and Spa and the 40th Annual Celebration of the FSSA Forum. We couldn't be happier that you made the decision to attend and support the association. Our hope is that you find the event successful in gaining new professional insights, connections and find a few moments of rest and relaxation. At the end of the Forum, we hope your batteries feel a bit more recharged and you have new ideas to implement into your business for more success in 2022.

The Forum will cover a wide range of topics within the normal business and technical tracks. However, we have some new topics that I am excited to see being presented this year which include the History of the FSSA and A Perspective from the European Fire Industry. In addition, we have our Keynote Speaker, Chris Kuehl, PhD, to speak about the economy which has always been a fan favorite for members and guests of the FSSA Annual Forum.

There are plenty of social opportunities for you to network or meet up with those you haven't seen since that last Forum. Can you believe it's been 2 years since? We will have golf, the 40s themed welcome reception, the famous wiffleball tournament, and our President's Dinner. Take the time to make those new connections.

In closing, thank you to our sponsors for their support and to the participants in our Partner Expo. I express a large amount of appreciation to FSSA Headquarters, the programming committee, and its chair Steve Rice for putting together this year's Forum.

May you all have a safe and enjoyable stay,

Katherine Adrian
2021-2022 FSSA President

Schedule of Events

Thursday
February 17, 2022

2:00 P.M. - 6:00 P.M. LOCATION: Calusa FGH
FSSA Technical Committee Meeting

Friday
February 18, 2022

8:00 A.M. - 11:00 A.M. LOCATION: Blue Heron
Board of Directors Meeting

11:45 A.M. LOCATION: Raptor Bay Golf Club
Golf Tournament

**Additional Registration Required*

The golf course is located at the hotel just a short walk from the lobby. The hotel can shuttle you over or you can walk.

Golf Refreshment Cart Sponsored By:



Healey Fire Protection, Inc.
Special Hazard Systems
HealeyFire.com
(248) 373-7800

Golf Holes Sponsored By:



12:00 P.M. - 5:00 P.M. LOCATION: Conference Foyer
Registration

12:00 P.M. - 5:00 P.M. LOCATION: Calusa Prefunction
Partner Expo Set-Up

6:00 P.M. - 6:30 P.M. LOCATION: Waterfall Pool Deck/
Cypress Courtyard
Annual Forum First Timer Reception

Friday
February 18, 2022

6:30 P.M. - 8:30 P.M. LOCATION: Waterfall Pool Deck/
Cypress Courtyard

40s Themed Welcome Reception & Dinner + 40th Anniversary Celebration

Come dressed in your best 40s garb, start brushing up on your swing dancing skills (hint, hint!), and get ready to celebrate 40 years of the FSSA at the 40s Themed Welcome Reception & Dinner!

Entertainment Sponsored By:



Saturday
February 19, 2022

8:00 A.M. - 8:30 A.M. LOCATION: Calusa Terrace
Breakfast

8:00 A.M. - 5:00 P.M. LOCATION: Calusa Prefunction
Partner Expo

8:30 A.M. - 9:30 A.M. LOCATION: Tarpon Bay
Spouse Breakfast

Sponsored By:



8:30 A.M. - 9:00 A.M. LOCATION: Calusa A-E
Opening Session and Committee Updates
FACILITATED BY: Katherine Adrian, FSSA President

9:00 A.M. - 9:45 A.M. LOCATION: Calusa A-E
FSSA Technical Committee Update
FACILITATED BY: Lee Kaiser, FSSA Technical Committee Chair
Tom Wysocki, FSSA Technical Director

9:45 A.M. - 10:00 A.M. LOCATION: Calusa Prefunction
Break

Sponsored By:



Schedule of Events

Saturday
February 19, 2022

10:00 A.M. - 11:30 A.M. LOCATION: Calusa A-E
KEYNOTE SPEAKER: Dr. Christopher Kuehl, Armada Corporate Intelligence

Sponsored By:



11:30 A.M. - 12:30 P.M. LOCATION: Calusa Terrace
Lunch for All Attendees

Sponsored By:



12:30 P.M. - 1:15 P.M. LOCATION: Calusa A-E
History of FSSA
FACILITATED BY: Paul Harris, Honeywell Security & Fire
Shawn Mullen, Protex Central, Inc

1:15 P.M. - 2:30 P.M. LOCATION: Calusa A-E
Hazard Analysis

PANELISTS: David Boothe, Johnson Controls Suppression Group
Steve Foulk, Comprehensive Fire Technologies
Dave Krenzer, Fireline Corporation
Dan Olecki, J.C. Cannistraro, LLC
Brad Schottke, Vanguard Fire & Security Systems, Inc.

FACILITATED BY: Todd Stevens, SEVO IFP

2:30 P.M. - 2:45 P.M. LOCATION: Calusa Prefunction
Break

Sponsored By:



2:45 p.m. - 4:00 p.m. LOCATION: Calusa A-E
The Future of Electrical Vertical Takeoff and Landing
PRESENTED BY: Aaron Johnson, Aaron Johnson, LLC

4:00 P.M. - 5:00 P.M. LOCATION: Calusa Prefunction
Networking Reception with the Partner Expo

5:00 P.M.
Open Evening - Dinner on Your Own

Sunday
February 20, 2022

7:45 A.M. - 9:00 A.M. LOCATION: Blue Heron
President's Council Breakfast

8:00 A.M. - 9:00 A.M. LOCATION: Calusa Terrace
Breakfast

Sponsored By:



8:30 A.M. - 1:00 P.M. LOCATION: Calusa Prefunction
Partner Expo

9:00 A.M. - 10:00 A.M. LOCATION: Calusa A-E
Concurrent Session - Business Track: First Break All the Rules, and Then Sell More than Ever!
PRESENTED BY: Karl Schaphorst, Sandler Sales and Management Training

9:00 A.M. - 10:00 A.M. LOCATION: Calusa FGH
Concurrent Session - Technical Track: A Perspective from the European Fire Industry - Highlighting the Differences between European and US Standards and Regulations
PRESENTED BY: Alan Elder, Euralarm
Dominique Taudin, Euralarm

10:00 A.M. - 10:15 A.M. LOCATION: Calusa Prefunction
Break

Sponsored By:



10:15 A.M. - 11:30 A.M. LOCATION: Calusa FGH
Concurrent Session - Business Track: One Perspective on Selling and Merging Your Business
PRESENTED BY: John Mackey, The Mackey Group LLC

10:15 A.M. - 11:30 A.M. LOCATION: Calusa A-E
Concurrent Session - Technical Track: Suppression Systems for the Power Generation Industry
PRESENTED BY: Rick Seidel, Fike Corporation

11:30 A.M. - 11:45 A.M. LOCATION: Calusa Prefunction
Break

Sponsored By:



Schedule of Events

Sunday

February 20, 2022

11:45 A.M. - 1:00 P.M. LOCATION: Calusa A-E
Historical Building Protection
PRESENTED BY: Christopher Crivello, RAN Fire Protection Engineering

After 1:00 P.M.
Partner Expo Breakdown

1:00 P.M. - 2:00 P.M.
Lunch on Your Own

2:30 P.M. - 5:00 P.M. LOCATION: Waterfall Pool Deck/
 Cypress Courtyard

Wiffle Ball Tournament

The fire suppression's finest wiffle ball teams will battle it out for the 5th Annual Wiffle Ball World Series title during this year's Forum! We invite you to play ball or just attend as a spectator.

There is no cost for this event and everyone will receive a commemorative t-shirt. Donations will be accepted for the FSSA Educational Foundation during the game. All donations received are 100% tax deductible and benefit the FSSA scholarship program and foundation.

Black Team Sponsored By: 

Blue Team Sponsored By: 

Purple Team Sponsored By: 

Red Team Sponsored By: 

Home Base Sponsored By: 

First Base Sponsored By: 

Second Base Sponsored By: 

Third Base Sponsored By: 

Tournament Beverages Sponsored By: 

5:00 P.M. - 6:00 P.M.
Open

Sunday

February 20, 2022

6:30 P.M. - 7:00 P.M. LOCATION: Calusa A-E
President's Reception
Sponsored By: 

7:00 P.M. - 9:00 P.M. LOCATION: Calusa A-E
President's Banquet
Banquet Sponsored By: 
Banquet Entertainment Sponsored By: 

Monday

February 21, 2022

8:30 A.M. - 10:00 A.M. LOCATION: Calusa A-E
Installer Division Breakfast Meeting
FACILITATED BY: Peter Particelli, Installer Division Chair
 Jeremy Wheeler, Installer Division Vice-Chair
Breakfast Sponsored By: 

8:30 A.M. - 10:00 A.M. LOCATION: Calusa FGH
Manufacturer Division Breakfast Meeting
FACILITATED BY: Eric Houin, Manufacturer Division Chair
 Lance Harry, Manufacturer Division Vice-Chair

10:00 A.M. - 10:15 A.M. LOCATION: Calusa Prefunction
Break
Sponsored By: 

10:15 A.M. - 11:00 A.M. LOCATION: Calusa A-E
Combined Division Meeting
FACILITATED BY: Eric Houin, Manufacturer Division Chair
 Peter Particelli, Installer Division Chair

11:00 A.M. - 11:15 A.M. LOCATION: Calusa A-E
Closing Comments
FACILITATED BY: 2022-2023 FSSA President

11:30 A.M. - 1:15 P.M. LOCATION: Blue Heron
Board of Directors Meeting

Partner Expo

Amventco, Inc.



Chris Coxon, CEO

785 Oakleaf Plantation Parkway, Suite 1823, Orange Park, FL 32065
(904) 930-0168 ♦ chris@amventco.com ♦ amventco.com

Amventco Inc specializes in the research, development, and supply of gas suppression pressure relief vents. With over 15 years of experience in the industry, Amventco's CEO, Chris Coxon can give expert technical support for any over pressure relief requirements for chemical and inert gas suppression installations, as well as arc flash fault building protection. Amventco also maintain a large supply of PRVs at our Jacksonville warehouse in Florida for rapid delivery. Amventco Inc is a subsidiary of AFP Air Tech Ltd which has been protecting buildings from over pressure events with their specialist manufactured products for over 15 years, demonstrating an unparalleled track record of proof of application.

BuildingReports



Trae Roberts, Regional Service Sales Executive

1325 Satellite Blvd, Suite 1607, Suwanee, GA 30024
(770) 495-1993 ♦ sales@buildingreports.com ♦ buildingreports.com

BuildingReports provides mobile inspection software and online tools to ensure the safety and compliance of commercial facilities. With more than 8 million inspections to date, over 1 million buildings represented, and over 1000 service companies in its network, BuildingReports has earned its reputation as the most trusted name in compliance reporting.

Det-Tronics



Vernon Gross, Regional Sales Manager NE

711 Clover Lane, Moscow, PA 18444
(508) 889-6990 ♦ vernon.gross@carrier.com ♦ det-tronics.com

Det-Tronics has been providing proven flame detection, gas detection and hazard mitigation systems for high-risk processes and critical industrial operations worldwide since 1973. The company designs, manufactures and commissions certified SIL 2-capable flame and gas detection solutions. Det-Tronics products carry performance and safety certifications from globally recognized third-party testing agencies and approval bodies. A leader in fire and gas safety systems, Det-Tronics is part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies.

Fireboy-Xintex



Alan Rowe, Sales Manager

379 Lake Michigan Dr. NW, Grand Rapids, MI 49534
(231) 750-2330 ♦ arowe@fireboy-xintex.com ♦ fireboy-xintex.com

Fireboy-Xintex manufactures quality pre-engineered clean agent fire suppression systems for marine and land applications.

Inspect Point

Drew Slocum

24 4th Street, Troy, NY 12180
855-631-2576 ♦ sales@inspectpoint.com
♦ inspectpoint.com



Inspect Point is a fire protection platform for ITM (Inspection, Testing, and Maintenance) Service Contractors. Our tools help companies manage their inspections, service tickets, proposals, and dispatching seamlessly through a web portal and mobile App. Featuring the most extensive library of built-in NFPA templates, Inspect Point was created by insiders for the fire industry. Enjoyed by thousands, Inspect Point is the most trusted name in fire protection software.

Light Engineered Displays, Inc.



Light Engineered Displays, Inc.

Bryan Keller, Vice-President

109 Portwatch Way, Wilmington, NC 28412
(800) 251-2512 ♦ BKeller@ledinc.com
♦ ledinc.com

Since 1986 LED has been manufacturing a complete line of Graphic and Directory Annunciators, Smoke Control and BDA Panels. The AquaALERT line of complete water leak detection systems in spot type and linear detection for zoned and distance locating notification. LED Manufactures the LEDArray line of visual mass notification signs. Custom items for countdown timers and abort stations. Products are UL, CSFM or MEA Listed.

LPI Fire



Robert Glass, Director of Product Development

421 N. Midland Avenue, Saddle Brook, NJ 07663
(201) 343-3330 ♦ rglass@lpifire.com
♦ lpifire.com

Wholesale Fire Protection Equipment Parts Supplier

NSPE/NICET



Luis Feliciano, Senior Evaluator, CPP, SET

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♦ nicet.org

Certification Association

Partner Expo

RAN Fire Protection Engineering, PC

Douglas Nadeau, Fire Protection Engineer

417 New Karner Road, Albany, NY 12205

(518) 275-0791 ♦ dnadeau@ranfpe.com ♦ ranfpe.com



RAN Fire Protection Engineering, PC is a dynamic, full-service fire protection engineering firm. RAN has provided engineering services throughout the United States along with international locations. The staff at RAN consists of highly educated licensed professionals with extensive and diverse experience in fire protection engineering. RAN also has building code experts who are able to analyze a buildings design and provide consultation to ensure everything is code compliant and provide consultation for code variances. RAN has worked on well over 1000 projects which have included designing a wide variety of special hazard sysuitem. Our fire protection sysuitem designs for buildings include residential to high tech buildings and nuclear power plants.

ServersCheck

Martin Van Laere, CEO

Leuvenesuiteenweg 613, 1930 Zaventem, Belgium

(800) 550-2975 ♦ hello@serverscheck.com

♦ serverscheck.com



SERVERSCHECK

InfraSensing is ServersCheck's modular, open & simple platform to monitor critical infrastructure. The 80+ sensors enable customers to move from fire suppression & detection to fire prevention. The InfraSensing sensors are distributed by Viking Integrated Safety and available on SupplyNet.com

ServiceTrade

Chuck Dunham, Manager, Marketing Events

4601 Creekstone Dr., Suite 260, Durham, NC 27703

(919) 246-9900 ♦ andrea.cannistraci@servicetrade.com

♦ servicetrade.com



ServiceTrade is customer service software for commercial service contractors. ServiceTrade makes it easy to impress customers with online quotes, after-service reports with photos, and an online portal with the service history. We help you turn more deficiencies into revenue and invoice the customer fasuiter.

TLX Technologies

Jason Busalacchi,

Business Development Manager, Fire & Safety

N27W23727 Paul Rd, Suite 200, Pewaukee, WI 53072

(262) 970-8660 ♦ sales@tlxtech.com ♦ tlxtech.com



TLX Technologies engineers and manufactures electromagnetic releasing devices for the fire suppression industry. At this year's annual forum, TLX will be featuring their patented UL lisuited actuators and solenoids designed to meet the current supervision requirements for actuation devices in fire suppression sysuitem (NFPA 2001, Sec. 4.3.4.1 & NFPA 13, Sec. 8.3.1.2.1). TLX Technologies will showcase their newest actuation solution for pre-action and deluge water sysuitem, a new explosion proof actuator, and a new liquid level sensor for checking levels of extinguishing agent in a sysuitem's tanks through a digital reading or visual indicator. All releasing devices designed and manufactured by TLX Technologies are compliant to regulatory standards.

UNITED Fire Sysuitem

Jason Singh, Business Development

1 Mark Rd., Kenilworth, NJ 07033

(908) 688-0300 ♦ jsingh@ufpc.com ♦ unitedfiresysuitem.com



UNITED Fire Sysuitem is a division of United Fire Protection Corporation that specializes in the manufacturing of fire suppression equipment. Our products have unique qualities and features that set them apart from comparable competitors' products. Reputation and years of industry expertise are the driving factors that enable us to design and manufacture state-of-the-art protection equipment that cannot be found anywhere else.

Victaulic

Mikaylah Ott, Marketing Coordinator, Fire Protection

4901 Kesslersville Rd., Easton, PA 18042

(610) 559-3300 ♦ marketing@victaulic.com ♦ victaulic.com



Since 1919, Victaulic's pipe joining and flow control solutions have optimized construction productivity and reduced risk, ensuring projects are completed safely, on time and within budget. Driven by a spirit of continuous innovation, Victaulic's portfolio of 100,000+ products and patented technologies promote freedom of design, as well as simplified inspection and maintenance for the life of any sysuitem. With more than 4,000 employees and 55 international facilities, Victaulic helps customers in over 120 countries succeed in the global construction industry. From the tallest buildings to the deepest mines, customers trust our products to increase overall sysuitem durability in the most demanding construction projects and operating conditions.

Viking Corporation

Michael Crovo, GM

5150 Beltway SE, Caledonia, MI 49316

(508) 243-9330 ♦ mcrovo@vikingcorp.com ♦ vikinggroupinc.com

Sprinklers/special hazards manufacturer



Speakers



Keynote Speaker

Dr. Chris Kuehl

Armada Corporate Intelligence

Dr. Chris Kuehl is a Managing Director of Armada Corporate Intelligence. He provides forecasts and strategic guidance for a wide variety of corporate clients around the world. He is

the chief economist for several national and international organizations

Prior to starting Armada in 1999 he was a professor of economics and finance for 15 years – teaching in the US, Hungary, Russia, Estonia, Singapore and Taiwan. He holds advanced degrees in economics, Soviet studies and East Asian studies.

Chris is the writer/editor of Business Intelligence Briefs and a writer for the Black Owl Report – both publications from Armada. He is an economic analyst for the Armada Strategic Intelligence System and is responsible for the Credit Manager's Index from NACM as well Fabrinomics from the FMA.

Corporate Background

- ▶ Managing Director of Armada Corporate Intelligence. Armada performs the functions of a strategy office for clients through combining the traditions of corporate and competitive intelligence, economic forecasting and strategic planning. The aim is to inform strategic planning through analysis and forecasting.
- ▶ Major clients include YRC Freight, Kansas City Southern Railroad, Echo Logistics, MarksNelson, Pioneer IQ, Tallgrass Freight and others
- ▶ Chief Economist for the Fabricators and Manufacturers Association. He writes their twice monthly publication – Fabrinomics – and serves as economic commentator at all of their national and international meetings.
- ▶ Chief Economist for the National Association of Credit Management. He prepares their monthly Credit Managers Index – a national survey of credit and financial movement - and serves as economic analyst and commentator for their various meetings and conferences
- ▶ Economic Analyst for the American Supply Association – writes their monthly ASA Advisor, conducts monthly webinars and weekly podcasts.
- ▶ Red Team economist for US Army, US Marines, US Air Force and the US Border Patrol
- ▶ Economic Analyst for Missouri Society of CPAs, the Kentucky Society of CPAs, the Tennessee Society of CPAs, and the Kansas Society of CPAs
- ▶ Economic analyst for the Industrial Heating Equipment Association and the Chemical Coaters Association International where he prepares the monthly IHEA/CCAI Economic Trends Index
- ▶ Economic Analyst for the Riemer Reporting Service
- ▶ Editor and publisher of Business Intelligence Briefs. The publication provides information on national and regional political and economic trends that affect business decisions and is distributed through various business organizations.

Education Background

- ▶ Holds a Ph.D. in Political Economics and Master's Degrees in Soviet Studies and in East Asian Studies.



David Boothe, SET

Johnson Controls Suppression Group

David Boothe has over 42 years of experience in Special Hazards Fire Suppression and Detection & Controls Systems. David holds a certificate in NICET IV Special Hazards Systems and is currently the Program Manager – Special Hazard Fire Suppression Systems – US for Johnson Controls Fire Protection.



Christopher Crivello, MSFPE, PE

RAN Fire Protection Engineering

Christopher Crivello is a Principal and licensed Fire Protection Professional Engineer for RAN Fire Protection Engineering. His position as Vice President of Engineering in the firm requires him to manage projects to ensure they are delivered on time and are of superior quality.

As a lead Professional Engineer his responsibilities include, designing fire protection systems, contract drawings and specifications, as well as project coordination and cost estimating. Mr. Crivello's education includes a Bachelor of Science degree in Mechanical Engineering from Rensselaer Polytechnic Institute, along with a Master of Science degree in Fire Protection Engineering from Worcester Polytechnic Institute. With over 11 years of experience, Mr. Crivello has earned some of the top awards and recognition in the fire protection industry including the 2017 National Fire Sprinkler Association Top-Tech Champion, 2018 American Fire Sprinkler Association Young Professional of the Year recognition, and 2020 Consulting Specifying Engineer Magazine 40-Under-40 Award. Mr. Crivello has worked in fire protection design on commercial, healthcare, industrial, historical and residential buildings. He has designed fire protection systems for these types of buildings, including fire alarm, sprinkler/standpipe, water spray, water mist, foam and clean agent systems. His experience with existing buildings includes the documentation of as-built conditions for fire protection system plans to evaluate system reliability. Mr. Crivello's knowledge of National, State and NFPA Codes make him an expert in fire protection code analysis and compliance review.



Alan Elder

Johnson Controls

Alan has been directly involved in the field of gaseous fire suppression systems for over 44 years with extensive International experience in System Design, Product Management, Product Development, R&D, Business

Development, Sales and is now Fellow - Industry Relations, following on from recent previous roles as EMEA Sales Director for Commercial Suppression (Engineered and Pre-Engineered systems) and more recently Global Director, Engineered Systems, responsible for the management of the global portfolio of Engineered Systems.

Speakers



Steven C. Foulk Comprehensive Fire Technologies

Steven Foulk is a founding partner and Vice President of Operations for Comprehensive Fire Technologies (Comtec). He entered the fire protection industry in 1987 after graduating from college with a degree in mechanical design. His early work with a systems integration company sparked a passion for special hazard fire protection that has lasted for 35 years.

Steve began his fire protection career at Delmarva Systems Corporation, where he progressed from Engineering to Suppression Division Manager. In 2004, Steve left SSI to start Comtec.

Steve's experience, in addition to general management of Comtec, covers all areas of the special hazard industry from industrial facilities, power generation, mission critical data centers, document storage, libraries and rare book collection and many more.



Paul Harris Honeywell Security & Fire

Paul has been involved with the FSSA for 33 years. He has served as President on two different occasions. He first got involved with Suppression with Automatic Sprinkler's special hazards group and then with Chemetron Fire Systems. He has worked for Notifier for the past 28 years servicing their international business.



Aaron Johnson Aaron Johnson, LLC

Aaron has more than fifteen years of experience in the fire service and aviation industry. He started his career as a firefighter, then progressed through the ranks to the position of Fire Marshal. He is actively involved in the codes and standards development process, specifically those codes related to aviation, security, and technology. Aaron is a freelance consultant and Chief Fire Strategist for innovative fire protection solutions for emerging technologies.



Lee Kaiser ORR Protection Systems

Lee Kaiser, PE is Vice President of Engineering & Training for ORR Protection Systems in Louisville, Kentucky. He is a professional engineer in both fire protection and mechanical engineering with licenses in several states. Lee is the chair of the FSSA Technical Committee and sits on several NFPA committees, including NFPA 75 (Electronic Computer Systems), which he chairs. He is a frequent speaker and presenter on fire protection for seminar and workshops.



David Krenzer Fireline Corporation

David Krenzer has been working in the construction industry for 18 years with 14 years in Special Hazards Systems Fire Protection. He has worked across various industries providing design, installation, and management for unique applications i.e. Heritage, Power Generation, and IT/ Telecom. Since starting at Fireline in 2012 he has been a significant part of the growth for the Special Hazards Division, enabling Fireline to successfully take on ever larger and more comprehensive projects. He has a Pre-Engineering Associate's Degree and is NICET Certified in both Special Hazards and Fire Alarm Systems.



John Mackey The Mackey Group

John Mackey is founder and principal of The Mackey Group, a company specializing in mergers and acquisitions processes, growth strategy development, and new technology implementation across the fire and life safety industry. John comes with more than fifteen years in the

industry and has worked in a number of senior leader roles with ANSUL, Tyco Fire Products, and The Hiller Companies. He is currently serving on the Marketing Committee for the FSSA and is on the board of directors for NAFED, National Association of Fire Equipment Distributors.



Shawn Mullen Protex Central, Inc.

Since the early 90's, Shawn has served in many FSSA capacities including president in 2008-2009. He currently represents the Association on NFPA's 770 Technical Committee on Hybrid (water mist – inert gas) Fire Extinguishing Systems. In his day job, he's President & Chief Energy Officer at Protex Central. In what few moments of spare time there are for him, he enjoys choral singing and a side-hustle as a voice-over artist.



Dan Olecki, PE J.C. Cannistraro, LLC

Dan Olecki is a WPI graduate with a bachelors in mechanical engineering and a masters in fire protection engineering. He has worked at Cannistraro for 11 years, starting in big sprinkler and transitioning to special hazards. He holds a PE license in Massachusetts and Texas, and performs the technical work and code review for all detection, alarm, and special hazards projects at Cannistraro.



Karl Schaphorst Sandler Sales and Management Training

Karl Schaphorst is the President and Owner of Sandler Sales and Management Training in Omaha, Nebraska. Karl has been a sales professional for the past twenty-five years. An Omaha native, he graduated from Iowa State University with a Bachelors of Science in Electrical Engineering and from there, was hired by Trane. Karl eventually moved back to Omaha with Trane to begin what turned out to be a successful career in sales. He served as account manager, account executive, sales manager, and general sales manager fulfilling a twenty year career. He became familiar with the Sandler Sales System while serving as Trane's general sales manager and installed, trained and coached his direct reports on Sandler. He saw firsthand the positive impact of Sandler on his people, on the business and on himself. In January of 2010, Karl left Trane, left the HVAC industry after twenty years of service because he believed so strongly that Sandler works and that other businesses will want what Sandler brings. For nearly 10 years now, Karl has been training sales professionals exclusively. Karl comes to Sandler Training with a strong background in sales and a firm belief that the Sandler System works.

Speakers



Brad Schottke
Vanguard Fire & Security Systems, Inc.

Brad is the Director of Sales and Business Development at Vanguard Fire & Security Systems, Inc. Within Vanguard, Brad is responsible for 5 installation divisions, and 2 service branches. He currently splits his time between two offices, in Grand Rapids, MI office and Houston, TX. Brad began his fire protection career with The Viking Corporation from 2001 to 2011. He attended Michigan Technical University for Mechanical Engineering.



Rick Seidel
Fike Corporation

Rick is the Regional Sales Manager for the Northeast USA Region at Fike Corporation. Rick has over 23 years of experience in the Fire Protection industry, focusing on everything from Clean Agent Suppression Systems to Combustible Dust Explosion & Industrial Fire Hazards, and enjoys selecting and applying the best methods and technology to achieve the earliest possible detection, and most efficient and effective means of extinguishing a fire event for any special hazard or mission critical application. Rick has a Bachelor's degree in Business Administration – Finance from Kutztown University, and currently resides in Fleetwood, PA.



Dominique Taudin
Carrier Global Corporation

D. Taudin is Senior Fellow, Codes & Standards for Carrier, a global provider of building technologies. Carrier fire safety, security, building automation, heating, ventilating, air-conditioning and refrigeration systems and services promote integrated, high-performance buildings that are safer, healthier, smarter and sustainable.

His team coordinates Carrier experts participation in relevant committees globally, approximately 700 experts worldwide advocating for changes to industry codes and standards and selective regulations.

He sits on several CEN, CENELEC and ISO Technical Committees and also serves on various European industry associations:

- ▶ Vice-President and Chair of the Fire Section of Euralarm from 2012 to 2018, he serves on the Board as Chairman of the Advocacy Committee
- ▶ Standardization expert for EPEE, the European Partnership for Energy and the Environment (HVAC and Refrigeration).

In the U.S., he holds a seat on the International Policy Advisory Group of ANSI since 2017. He is also a member of NFPA and ASHRAE – The American Society of Heating, Refrigerating and Air-Conditioning Engineers. Prior to this assignment, Dominique was Director Certification for a French certification body for fire safety and security products.



Tom Wysocki
Guardian Services Inc.

Tom is a member of several NFPA technical committees including NFPA 12 Carbon Dioxide systems, NFPA 12A Halon 1301 systems (past Chairman), NFPA 75 Electronic Data Processing Systems (past Chairman), and NFPA 2001 Clean Agent Systems. He is a Professional Member of the SFPE.

During his career, Tom has designed, installed and serviced special hazards fire systems for a wide range of commercial and industrial hazards including nuclear and fossil fueled power plants. He has provided consulting services to nuclear power plants both in the United States and overseas.

Tom is employed by Guardian Services Inc. (GSI) a fire protection consulting firm providing research, development, risk assessment, general fire protection consulting and expert witness services to both manufacturers and end users of fire protection systems. He has served as technical director for the FSSA since 2005.

Past Presidents

2020 – 2021	Todd Stevens
2019 – 2020	John Demeter
2018 – 2019	John Lawlor
2017 – 2018	Helen Lowery
2016 – 2017	Ray Aldridge
2015 – 2016	Timothy Carman
2014 – 2015	Eric Burkland
2013 – 2014	Dale Kent
2012 – 2013	Carla Pizzarello
2011 – 2012	Larry Grodsky
2010 – 2011	Richard Scott
2009 – 2010	Gerry Connolly
2008 – 2009	Shawn Mullen
2007 – 2008	Tim Pope
2006 – 2007	Ray Aldridge
2004 – 2006	Al Thorton
2002 – 2004	David McGlynn
2001 – 2002	Paul Harris
2000 – 2001	William MacKay
1999 – 2000	Peter Clark
1998 – 1999	William Kahler
1997 – 1998	Douglas Register
1996 – 1997	Clark "Bud" Orr
1995 – 1996	Jeff Moore
1994 – 1995	Douglas Brown
1993 – 1994	Paul Harris
1992 – 1993	Voigt Lenmark II
1991 – 1992	Mark Sweval
1990 – 1991	Roger Bourgeois
1989 – 1990	Bill Eckholm
1988 – 1989	George Krabbe
1986 – 1988	Larry Christensen
1983 – 1986	Robert Yellin

2021-2022 FSSA Leadership

Officers

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