



SMACNA/NEMI HVAC Fire Life Safety 1 and 2 Contractor Opportunities

John Hamilton
NEMI/TABB
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Today's Speaker



John Hamilton
Chief Operating Officer
Testing Adjusting and Balancing
Bureau

- COO of TABB
- Sit on several ASHRAE National Technical Committees
- Worked on TAB training manuals for ITI
- Worked as a project manager doing TAB work
- Taught TAB classes nationally and locally
- Served an apprenticeship in SMWIA



WHY HVAC Fire Life Safety

- Other SMACNA contractors are doing this work in their areas
- Business are doing this work in your area now
- Why your contractors are the experts in the field already

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Why Levels 1 and 2

- Level 1 scope of work
 - All HVAC installing contractors can do this type of work
 - Contractors already have all the tools, and field manpower
- Level 2 scope of work
 - TAB contractors are all ready doing this work on new building
 - Stairwell pressurization, atrium exhaust, smoke control

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HVAC Fire Life Safety

Requirements for a successful entry into the market

- 1. Local JATC involvement
- 2. Local Point Person (or committee)
- 3. Local Contractor

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HVAC Fire Life Safety JATC

- JATC Needs
 - 1. Local Instructor that has been through ITI train the trainer classes.
 - 2. Training Aids (four fire damper mock ups)
 - 3. Scheduled Classes

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HVAC Fire Life Safety



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HVAC Fire Life Safety



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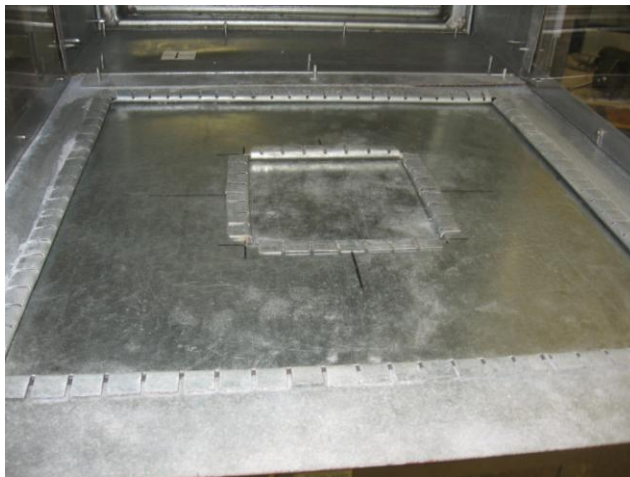
HVAC Fire Life Safety



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HVAC Fire Life Safety



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HVAC Fire Life Safety



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HVAC Fire Life Safety



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HVAC Fire Life Safety Point Person

- Local Point Person or Committee needs to be familiar with:
 - 1. Local Codes and Standards
 - 2. Code or Fire Official
 - 3. Local Firefighters
 - 4. Local Building Owners/Managers
 - 5. Related Organizations
 - NFPA
 - ASHE
 - JCAHO
 - ICC

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HVAC Fire Life Safety Point Person

- Local Codes and Standards
- What is the difference between a Code and a Standard?
 - A Standard can be defined as a set of technical definitions and guidelines that function as instructions for designers, manufacturers, operators, or users of equipment.
 - A standard becomes a Code when it has been adopted by one or more governmental bodies and is enforceable by law, or when it has been incorporated into a business contract.

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HVAC Fire Life Safety Point Person

- **703.1.2 Smoke barriers and smoke partitions. Required**
- *smoke barriers and smoke partitions shall be maintained to*
- *prevent the passage of smoke. All openings protected with*
- *approved smoke barrier doors or smoke dampers shall be*
- *maintained in accordance with NFPA 105.*
- **703.1.3 Fire walls, fire barriers and fire partitions.**
- *Required fire walls, fire barriers and fire partitions shall be*
- *maintained to prevent the passage of fire. All openings*
- *protected*
- *with approved doors or fire dampers shall be maintained*
- *in accordance with NFPA 80.*

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HVAC Fire Life Safety Point Person

- Even if your state has not adopted the International Fire Code (IFC) most codes require HVAC Safety inspections as per the adopted NFPA req.
- Pennsylvania, New Jersey, and Delaware have all adopted the International Fire Code (IFC)

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HVAC Fire Life Safety Point Person

- Code or Fire Official
 - Who is he/she?
 - What is their responsibility?
- THIS IS SOMEONE YOU WANT TO EDUCATE!

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HVAC Fire Life Safety



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HVAC Fire Life Safety Point Person



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HVAC Fire Life Safety Point Person



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HVAC Fire Life Safety Point Person

- Firefighters
 - Full time
 - Volunteer

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HVAC Fire Life Safety Point Person

- Building Owners/Managers
 - They may not be very open to you raising their operating costs by having an inspection done and finding lots of things that need to be corrected. Educating them is better coming from an organization.
 - Offer a seminar about life safety and importance of testing dampers “CORRECTLY”. Invite Facility Managers

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HVAC Fire Life Safety Point Person

- Related Organizations
 - NFPA (National Fire Protection Association)
 - ASHE (American Society of Healthcare Engineers)
 - JCAHO (Joint Commission on Accreditation of Healthcare Organization)
 - Conditions for Medicaid reimbursement
 - References NFPA 90, 80 and 105
 - ICC (International Code Council)
 - Model Codes

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HVAC Fire Life Safety Point Person

- Who is the Local Point Person/Committee Summary
- Contractor
- Chapter Executive
- Local Marketing Rep (Organizer)
- JATC Coordinator/Instructor

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HVAC Fire Life Safety Contractor

- Local Contractor
 - Certification requirements
 - Start up costs
 - Business Plan
 - Who are your customers
 - Pricing

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HVAC Fire Life Safety Contractor

- Certification requirements
 - Technician
 - ITI Certification
 - 10 to 12 hour class and pass exam
 - To be an ICB Certified Technician, a qualifying technician must agree to be bound to the ICB Code of Conduct
 - Available on line self paced course with ITI.
 - Can test on line at JATC

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HVAC Fire Life Safety Contractor

- Certification Requirements
 - Supervisor
 - ICB Certification
 - 12 to 14 hour class and pass exam
 - Can be non-member
 - Classes set up by contacting NEMI
 - Does no actual testing work.

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HVAC Fire Life Safety Contractor

- Contractor Requirements
 - Perform inspections with certified technicians
 - Employ Certified Supervisor
 - Sign Code of Conduct

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HVAC Fire Life Safety Contractor

- Start up Costs
 - Tools
 - Any HVAC contractor should have all the tools required
 - Forms for inspections
 - We have several samples available
 - Labels

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HVAC Fire Life Safety Contractor

2009 International Mechanical Code states:
607.4 Access and identification. Fire and smoke dampers shall be provided with an *approved means of access, large enough to permit inspection and maintenance of the damper and its operating parts.* The access shall not affect the integrity of fire-resistance-rated assemblies. The access openings shall not reduce the fire-resistance rating of the assembly. Access points shall be permanently identified on the exterior by **a label having letters not less than 0.5 inch (12.7 mm) in height reading: FIRE/SMOKE DAMPER, SMOKE DAMPER or FIRE DAMPER.** Access doors in ducts shall be tight fitting and suitable for the required duct construction.

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HVAC Fire Life Safety Contractor



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HVAC Fire Life Safety Contractor

- Business Plan
 - Expenses
 - Operational
 - Marketing
 - Risks

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HVAC Fire Life Safety Contractor

- Who are your Customers
 - Hospitals
 - Nursing Homes
 - Universities and K-12
 - Office buildings
 - Damper Manufacturers

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HVAC Firelife Safety Video Clip

- Used to promote this new program
- Shows how to work with local Fire Dept and Why

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ANSI

- Only HVAC Fire Life Safety inspection program to carry this accreditation
- ICB/TABB
- One Sheet
- Use the ANSI advantage

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ICB Certification Makes the Difference

How do you know that a building's fire and smoke dampers were really inspected?

Any company can claim to perform proper inspections of fire life safety systems. But only firms that use ICB-certified HVAC Fire Life Safety Technicians deliver the goods.

Here's why:

- ICB-certified HVAC Fire Life Safety technicians are trained to inspect, test, maintain and repair fire and smoke dampers according to fire life safety codes
- Thorough inspection and testing by ICB-certified technicians ensures compliance with NFPA 80 and NFPA 105
- ICB-certified technicians provide comprehensive documentation showing every inspection point and procedure
- ICB-certified technicians stay abreast of skills and technological advances

The ICB certification is your assurance that the HVAC Fire Life Safety Technician is the best in the business.

800-458-6525 www.ICBCertified.org www.TABBCertified.org

NOMI ICB TABB

Setting the certification standards for the HVAC Industry

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**ANSI ACCREDITATION:
THE PERFORMANCE ASSURANCE**

ANSI (American National Standards Institute) is a private nonprofit organization that has overseen the development of voluntary consensus standards for products, services, processes, systems and personnel in the U.S. for nearly a century. It accredits standards developed by organizations such as the ICB (International Certification Board), providing credible, independent third-party performance verification.

More and more, engineers, architects, general contractors and government entities are demanding proof of qualifications. Certifications are required in almost all specs. ANSI accreditation makes evident that ICB/TABB-certified HVAC technicians, supervisors and contractors have the credentials to show they are the best in the testing & balancing industry.

ANSI accreditation:

- Signals that an organization desires to have a competitive advantage by undergoing a voluntary evaluation
- Encourages marketplace confidence by the organization's willingness to undergo regular impartial and independent audits by an internationally-respected body
- Positively influences customer satisfaction
- Sustains continual improvement through the assessment of system effectiveness, efficiency and competence
- Promotes consistency and demonstrates equivalence of assessments
- Reduces the element of risk

ANSI
Accreditation No. 0728

www.ICBCertified.org www.TABBCertified.org

Setting the certification standards for the HVAC Industry

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Why not NOW!

- Why on new construction are we not putting damper expiration tags on all access doors?
- What would happen if all access doors had expiration labels on them following NFPA guidelines?
- Mechanical rooms
 - Certificate on wall stating what check has been done and how long it is good for.
- Stairwell pressurization
 - Elevators have certificates, shouldn't stair wells???

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Set up a Contractor Meeting

- NEMI will be happy to come into one of your contractor meetings to go over the HVAC Fire Life Safety Programs
- Contact:
 - John Hamilton
 - jhamilton@tabbcertified.org
 - Cell (571) 722-5893

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ICB Conference

- Will have 8 hours of contractor training in HVAC Fire Life Safety
- Sign up for the conference at www.icbcertified.org
- May 16th to 21st
 - Specifically Tuesday May 17th
- In-depth on how to successfully get into this business
 - Course by very successful contractor in this business ⁴⁰



HVAC Fire Life Safety

Questions

Please feel free to send in any questions
at this time

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- Thank you for attending today's Webinar.
- You can email us any questions you may have from today's presentation
- John Hamilton
 - TABB COO
 - jhamilton@tabbcertified.org
 - (571) 722-5893

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