

Registration Information

Business Thursdays

Check which sessions you wish to participate in:

- Safety and Risk Management July 6, 2006
- Contract Language Pitfalls July 20, 2006
- Change Orders August 10, 2006
- Insurance "Wrap-Up" Programs: OCIPs & CCIPs August 24, 2006
- Pre-Job Planning September 14, 2006
- Mold Remediation September 28, 2006
- Project Scheduling October 19, 2006
- Prompt Pay / Retainage November 2, 2006
- Water Charges – Impact and Standby Fees November 16, 2006
- AHJ Relationships December 7, 2006

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is pleased to announce:
LIVE ON-LINE
Fire Sprinkler
Business Seminars

Business Thursdays

Topics specially selected for
Fire Sprinkler Contractors

- Learn about the latest developments in the sprinkler industry
- Listen to instructors lecture while viewing a slide presentation
- Eliminate travel costs
- Ask questions via e-mail that can be answered by the instructor
- Qualify for NICET re-certification credits

VIEW DEMO, SYSTEM REQUIREMENTS
and REGISTER at:

WWW.NFSA.ORG

Seminars will take
place on the Internet
on Thursdays:

10:30AM Eastern/
9:30AM Central/
8:30AM Mountain/
7:30AM Pacific/
2:30PM Greenwich

Beginning in July 2006, the National Fire Sprinkler Association is introducing a series of "Business Thursday" online seminars as the counterpoint to its highly successful "Technical Tuesday" online series now entering its eighth year of offerings. The Thursday seminars will be conducted using the same format as the Tuesday seminars, beginning at 10:30 a.m. Eastern time and running from 1 hour to 1-½ hours in length. Participants access the seminar using the internet with the instructor's voice streamed live through the NFSA website. Students can interact with the instructor by submitting questions via e-mail. Participation by more than one individual at a connection is permitted. An automatically scored multiple-choice quiz can be accessed at the end of each seminar.

The topics for the "Business Thursday" seminars have been specially selected to help the fire sprinkler contractor deal with current problem areas in the business environment. The instructors bring varied backgrounds relevant to the subjects they will be teaching:

DATE	TOPIC	INSTRUCTOR
July 6	Safety and Risk Management	Michael Friedman
July 20	Contract Language Pitfalls	Buddy Dewar
Aug. 10	Change Orders	Michael Friedman
Aug. 24	Insurance "Wrap-Up" Programs	Buddy Dewar
Sept. 14	Pre-Job Planning	Michael Friedman
Sept. 28	Mold Remediation	Buddy Dewar
Oct. 19	Project Scheduling	Michael Friedman
Nov. 2	Prompt Pay / Retainage	Buddy Dewar
Nov. 16	Water Charges – Impact and Standby Fees	Dominick Kass
Dec. 7	AHJ Relationships	Jeffrey Hugo and Robert Trotter

The following are descriptions for each class:

July 6, 2006 – Safety and Risk Management – Michael Friedman

The construction industry in general, and the fire sprinkler industry in particular, expose workers to many serious jobsite hazards. In addition, transportation of workers and materials to and from jobs present another common opportunity for accident and injury. The institution of a comprehensive Safety and Risk Management program within a sprinkler contractor's operations will lead to conservation of manpower and has the potential of increasing corporate profitability. The course will also explore some OSHA requirements and regulations and mandated record keeping.

July 20, 2006 – Contract Language Pitfalls – Buddy Dewar

Contracts surfacing within today's construction industry are containing an increasing number of risk transfers. Many contracts presented to subcontractors contain lien waiver, waiver of subrogation, and sole negligence indemnification clauses causing the sub to assume the risk of the owner and/or general contractor. While transferring or sharing our risk to and with others may help our insurance costs, we are seeing an increase in one-way risk transfers – the owner and general contractor are attempting to transfer their risk to the subcontractor as they attempt to reduce their insurance costs. Subcontractor insurance providers are beginning to prohibit coverage when

a sub indemnifies or holds harmless the owner and general contractor even for their sole negligence. The course explores the 10 most common contract provisions that cause concerns of long-term company stability by assuming risk for the negligence of others.

August 10, 2006 – Change Orders – Michael Friedman

Change orders are an inevitable part of construction projects. The ability to manage the process by which these changes are initiated, executed and paid for is essential for the contractor in order to maintain the gross profit margin on the project. The course will present the key factors in identifying directed and constructive changes. Methods of obtaining concurrent payments with the work performed on changes will be explored and identified through use the AIA standard construction agreement and conditions. In other words, "get paid for what you do – when you do it."

August 24, 2006 – Insurance "Wrap-Up" Programs: OCIPs & CCIPs – Buddy Dewar

Owner Controlled Insurance Programs (OCIPs) and Contractor Controlled Insurance Programs (CCIPs), also known as "wrap-ups", are increasing in popularity with owners and general contractors to counter increasing insurance costs. This presentation explains the root causes leading to wrap-ups; the gamble assumed by the owner when wrap-ups are provided; the many gaps in coverage that are problematic for the subcontractor and its current insurer; potential umbrella coverage problems depending on the contractor; workers' compensation woes, and long-term completed operations coverage by a third party insurer. The course will present the key factors in identifying problems with wrap-up coverage and actions needed to protect your company from financial distress when signing unto a wrap-up program.

September 14, 2006 – Pre-Job Planning – Michael Friedman

Planning is an all-encompassing term and it directly relates to maximizing profitability on a construction project. It is also a process that is continuous and needs to be adaptable to circumstances as they evolve on a project. The best opportunity to maximize profits is before a project gets underway, when there is a chance to be proactive rather than reactive. The course will cover the basics of internal pre-job meetings, as well as discussion points to be conducted with the prime contractor/owner and other subcontractors. The process is to be inclusive and to communicate to all stakeholders.

September 28, 2006 – Mold Remediation – Buddy Dewar

The objective of a mold remediation program is to utilize prevention techniques to minimize the potential for mold and fungal growth, identify, control and remediate areas containing fungal growth, and to prevent company claims for water damage caused by others. Many insurance providers have removed mold coverage from general liability policies and limited coverage may or may not be available for the subcontractor. The potential litigation path of mold incidents has been compared to that of the asbestos experience. Therefore, company mold remediation policies and procedures are essential to minimize liability exposure. Timely response to water intrusion incidents is critical and the proper mold remediation procedures will be presented.

October 19, 2006 – Project Scheduling – Michael Friedman

The word "schedule" evokes many reactions in the contracting world. Scheduling is an extension of the planning process, and there is no doubt that once price and terms have been agreed upon, the most important performance objective to an owner is to complete the work on time. This course will explore the principal scheduling types: bar chart, CPM and Short Interval Schedules. The focus will be use of the CPM as a management tool to accomplish on-time completion, cash flow management and better utilization of manpower resources within the company.

November 2, 2006 – Prompt Pay / Retainage – Buddy Dewar

All contractors and suppliers should be paid within a reasonable period for services and materials provided on a project. This presentation reviews prompt pay concepts as well as recovering money retained after work is completed. Strong lien rights are the key to receiving payment for services rendered and minimizing the time a percentage of payment is retained. Lien laws can be laced with procedural requirements that must be followed strictly and in a timely manner. Lien law requirements are frequently confusing; but failure to meet these requirements precisely can be fatal to a company's lien rights and the ability to receive prompt payment for services provided. This presentation includes Buddy's Five Points for the successful travel around lien law barriers to prompt pay and retainage.

November 16, 2006 – Water Charges – Impact and Standby Fees – Dominick Kass

Public water supplies are critically important to the economical installation and successful operation of a fire sprinkler system. Many political jurisdictions have added impact fees and standby water fees that are excessively high and having an adverse impact on fire sprinkler ordinance adoption. This presentation investigates these fees and charges in the perspective of the cost/benefit to government; addresses installation requirements such as excessive backflow protection requirements, retrofit of cross-connection devices on existing systems by those other than fire sprinkler contractors; excessive taps for the apparent reason to charge standby water fees, and the many other actions by water purveyors that cause extra costs and liability to the contractor. This presentation will also address legislative efforts to help control water supply costs.

December 7, 2006 – AHJ Relationships – Jeffrey Hugo and Robert Trotter

Project delays are often caused by plans review and inspection delays. Inspections often result in demands that cost money and delay projects even though the demand may not be based on a code requirement. Your relationship with code enforcement personnel can make the difference between a profitable project and a lingering nightmare. This presentation brings a building official and a fire marshal to the podium to explain the role of the AHJ, what to expect in plans review, inspection practices, and conflict resolution. Also discussed is the issue of code enforcement boards: when to use them and when not to use them.

COST:

NFSA Members: **\$125** Per Seminar Per Computer
 Non-Members: **\$250** Per Seminar Per Computer

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NFSA Members: **\$875** Per Computer
 Non-Members: **\$1750** Per Computer

Confirmation of participation will be automatically e-mailed.

CANCELLATION POLICY:

- Full refund upon cancellation 5 days prior to seminar date
- 50% refund upon cancellation 3 days prior to seminar date
- \$25 late fee for any registrations made after 3PM the Monday prior to seminar