

THE GAFSED NEWS

AUGUST 1, 2011

DATES OF INTEREST:

- August 10-12 NFPA 10 ROP Committee meeting, Dallas, Texas
- August 17th. Badger Portables Class, Denver, CO. (contact Badger Rep.)
- August 18th, Brooks E-Lighting Training Class. Charlotte, NC. www.brooksequipments.com
- August 19th, FFEDA Training Class, Naples, FL. www.ffeda.org
- September 1st. Deadline for Stone Mountain Hotel Reservation Block.
- September 23-24 GAFSED ANNUAL Conference. Stone Mountain Park, GA. REGISTER TODAY!
- September 23rd. GAFSED 4th. Qtr. Board meeting.
- October 12th. Badger Portables Class, New York City. (contact Badger Rep.)

PRESIDENTS CORNER

RANDY CARLISE

H&R FIRE & SAFETY, INC. CARTERSVILLE, GA.

Hello everyone, I hope your summer has been filled with vacations and stuff you really wanted to do. In September we are having our Annual Conference and Trade Show. There will be training for four hours available from the D.O.T. You need to have someone there from your company if you test or transport any compressed gas cylinders or fire extinguishers in the state of

Georgia.

This will give everyone a heads up on what to expect in case you have your 3 year inspection or a surprise inspection. Believe me from experience....you need to hear what they have to say. There will be fun for the whole family at Stone Mountain this weekend.

The Committees and Board have put together an exciting time at the park and you don't want to miss it. I look forward to seeing each of you.

Randy

GAFSED ANNUAL CONFERENCE, SEPTEMBER 23 & 24TH.

In Beautiful Stone Mountain Park, GA.

Owners, Managers and key personnel don't miss this years information packed event designed especially for you. Opportunities abound to socialize and network with your Industry peers and vendors. Learn what to expect from a DOT inspection directly from the Hazardous Materials Enforcement Investigators. End your day with dinner and the spectacular laser show with family and friends in beautiful Stone Mountain Park.



GAFSED REPRESENTED IN FIRE INSPECTORS TOURNAMENT

The Georgia Fire Inspectors Association (GFIA) held their Annual golf fundraiser during the State Fire Safety Symposium July 12th. For the fifth year in a row the GAFSED team members, Vice President Jeff Hall, Treasurer Carl Horst, Board Member Josh Bennett and Past President Cliff Bennett

came in second place. The event is a great opportunity to meet and promote GAFSED and continue to build the great relationship with GFIA members, Congratulations go to Jeff Hall for winning the long drive contest!

Come join us next year!



GAFSED COMPLETES ANOTHER GREAT YEAR OF TRAINING

GAFSED Training Co-Chairs Cliff Bennett and Carl Horst report that it has been another successful training year, even with meeting the NAFED/ICC re-certification deadlines. In just 7 short months from January to July, GAFSED held five training classes with 416 total attendees across all permitted fields of work. That is about 90 percent of total permits in

Georgia. What a year! On a sad note many of you know or remember Craig Schroll with Fire Con Consultants. Craig passed away in early March. He was an asset to our industry and will be greatly missed.

GAFSED is always looking for professional speakers to provide training to our members and nonmembers alike.

If you or someone you know is interested in becoming a speaker for GAFSED. Please contact Cliff Bennett or Carl Horst as we hope to get back on the normal spring, summer, fall training schedule in 2012.

UPDATE: The State has approved 4 hours for the US DOT workshop at the GAFSED Conference.



Craig Schroll at the GAFSED October 2010 Conference

OFFICERS For 2011

- President**— Randy Carlisle H&R Fire & Safety Cartersville, GA.
- Vice-President**- Jeff Hall Hall Fire Protection Cartersville, GA.
- Treasurer**- Carl Horst Security Fire Equipment Company, Inc. Valdosta, GA.
- Secretary**- Coy Clark Rome Hydro-Test, Inc. Rome, GA.
- Past President**- Merrill Franklin Swift Fire Protection, Elberton, GA.

BOARD MEMBERS

- Chris Hendrix – Hendrix Fire Protection, Inc. Statesboro, GA.
- Josh Bennett- Cliff’s Fire Extinguisher, Woodstock, GA.
- Lanny English- Fire Protection Services, Perry, GA.
- John Bennett– Integrated Fire Protection, Atlanta, GA.
- Daniel Laughlin- Pro-Tec Fire & Safety, Jersey, GA.

WILLINGNESS TO SERVE

Another year has come and gone! It is that time of year where we ask everyone to consider seeking a GAFSED Board position. This is your association, so become involved with the decision making process! Please complete a “willingness to serve” form or contact any of the Board members by August 15th to have your name on this years ballot serving a 2 year term 2012-2013.

U.S. DOT. TO OFFER A 4 HOUR WORKSHOP

Do you know what the requirements are for transporting, shipping, training, inspections or hydro-testing? Ever wonder what to expect if the United States DOT walked in your door and asked to inspect your truck? If you answer yes, then don’t miss the GAFSED Annual Conference

September 23-24th. GAFSED is happy to announce that members of the D.O.T. / PHMSA Office of Hazardous Materials Field Operations, Southern Region will be presenting a 4 hour workshop “Everything DOT”. Don’t miss your opportunity to ask questions of the in-

spectors BEFORE they come in your door to inspect your truck. The workshop is recognized by the Fire Marshal as 4 hours EEC hours on all permit fields. Don’t miss this opportunity for free DOT Training! Register online www.gafsed.org or complete and mail the registration.



GAFSED Uniform Patches Get You Recognized!



\$3.00 each OR 5 for \$10.00

To purchase contact Cindy at:
706-283-8459
or email your order to:
gafsed@elberton.net

The GAFSED logo is recognized as the symbol for quality knowledgeable service in Georgia. Insurance, State and Local AHJ's all look for our logo. Wear your membership proudly on your company uniforms. Patches are available to all Active Members in good standing.

2010 The Year of Lost Certificates.

In 2010 the GAFSED Training Committee, as well as the GAFSED Office received an increasing amount of calls asking for duplicate's for lost training certificates. In order to offset printing, mailing costs to reprint the certificates the GAFSED Board has voted to charge \$25.00 per duplicate replacement certificate. We understand that sometimes the dog ate your certificate... but please remember GAFSED's Board and Committee member's are volunteers working for you.

Thanks!



GAFSED Training certificates will be reissued with a \$25.00 per certificate charge.

MAKING GOOD FIRST IMPRESSIONS "VITAL IN THIS TOUGH ECONOMY"

BY: CARL HORST, SECURITY FIRE EQUIPMENT, VALDOSTA

It takes planning to make a good first impression. And first impressions are usually made on the basis of just a few words. A procurement advisor recommended I do the following to make a good first impression because "sometimes, a few words are all you will have a chance to say to a decision maker" like a purchasing agent or owner for instance.

I am sure you have been in the position where you are explaining fire protection and the value

of service and the customer seems to be in a hurry and you feel you need to get right to the point. Not being able to succinctly express the 'who and what you are about', constitutes just one of the reasons why vendors (like myself) want to make good first impression. As mentioned, my Government Procurement Advisor recommended I have what is called an "elevator speech". Simply put an elevator speech is what you say, in 30 seconds or less, to describe your expertise.

Just think what if you suddenly found yourself on an elevator with a known purchasing agent, manager, owner or some other potential customer? Are you ready to quickly and professionally describe the fire and life safety solutions and expertise you represent as a GAFSED member?

Here's an outline of what you should address:

Try it , it works!

- Who and what you are
- What you specialize in
- What you do
- Why you are the best
- What you want (a call to action)
- All in 30 seconds!

THANK YOU!

GAFSED would like to extend a BIG thank you to Craig Voelkert and Jim Murphy with Amerex and Dan Signs of Getz Manufacturing for stepping up to fill in at the last minute during this years training programs. Together, Georgia is leading the way promoting balanced fire protection with qualified, informed AHJ's and industry technicians.



Jim Murphy leads over 50 AHJ's and industry technicians as they learn about "Clean Agent Systems" at the Georgia Fire Safety Symposium July 14th.

Congratulations Daniel!



One of GAFSED's own was named NAFED's State representative for Georgia. Daniel Laughlin of Pro-Tec Fire Protection will be the "eye's and ears" of NAFED in Georgia. The GAFSED Board congratulates Daniel on being selected!

GAFSED

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Elberton, GA. 30635



Georgia Association of
Fire Safety Equipment Dealers, Inc.



www.gafsed.com - www.gafsed.net - www.gafsed.org

Make the GAFSED web site your main source for member information. BOOKMARK in your favorites today!

- **Members Only Section (Log in Required)**— current/past newsletters, membership lists, Board meeting minutes, member downloads.
- **Find a Member-** www.gafsed.net is becoming the “where to go” place for industry news/contacts in Georgia. Our new feature shows GAFSED Members on a Georgia Map with pop-up identifiers giving your business exposure. You can also quick link to the Georgia State Fire Marshals Office site search to find a licensed company.
- **Events Calendar-** Want to know the industry events/trainings taking place in Georgia? This is your up to date source.
- **Industry Web Links-** All the website links in one place that you regularly need . Book mark www.gafsed.net!

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