

# Fire Line

Florida Fire Equipment Dealers Association

1st Quarter 2018



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# President's Message



Here it is March 2018 already! I hope everyone had the opportunity to attend a FFEDA Educational Seminar last year and was able to turn in their continuing education hours by the December 31, 2017 deadline. FFEDA

already has a great line up of seminars planned for 2018. This year's schedule is packed with education and great tips to take back and use in your daily life.

If you attended the 1st Quarter Educational Seminar in Jacksonville we hope you enjoyed it and were able to bring home some key takeaways from the courses. A big "thank you" to ETI and Amerex for sponsoring.

Check the FFEDA Calendar for dates and locations to get the CE you need! A great way to satisfy your credits is by attending Quarterly Educational Seminars and/or by attending the FFEDA Annual Conference & Trade Show. We hope you consider joining us whether you need the credits or not.

**June 22 - 24, 2018**  
**2018 FFEDA Annual Conference and Trade Show**  
Omni Orlando Resort at Championsgate ~ Orlando

**August 24 - 25, 2018**  
**FFEDA Board Meeting (8/24) and Educational Seminar (8/25)**  
Sanibel Harbour Marriott Resort & Spa ~ Fort Myers  
Sponsored by: Brooks Equipment

**November 2 - 3, 2018**  
**FFEDA Board Meeting (11/2) and Educational Seminar (11/3)**  
Holiday Inn Palm Beach Airport ~ West Palm Beach

Please enjoy this issue of the Fire Line, and we hope to see you June 22-24, 2018 at the Annual Conference and Trade Show being held in Orlando at the Omni

Championsgate. Watch for some fun activities to be included in the agenda at the annual conference this year.

The FFEDA wishes you the best throughout 2018 and encourages you to take advantage of all FFEDA has to offer.

Sincerely,

Robert "Bob" Tolle  
FFEDA President

## IMPORTANT

**Don't forget to go online or call the State Fire Marshal's Office to receive your Student ID number! ([https://floridastatefirecollege.org/public/pb\\_index.asp](https://floridastatefirecollege.org/public/pb_index.asp))**

**This will allow FFEDA to auto-upload class attendance into the FCDICE system following each class and will allow fire equipment dealers to renew their licenses and permits online!**

**Please email this number to FFEDA at [FFEDA@executiveoffice.org](mailto:FFEDA@executiveoffice.org).**

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# Member Spotlight

## Daniel A. Beauchesne, Sr. All Florida Fire Equipment Co.



### How did you get into the fire equipment industry?

I was introduced to the fire equipment industry by a friend of mine. I was hired by Protection Fire in 1983, and then started my own business in 1993.

### How many years have you worked in the field?

I have been in this field for almost 35 years.

### How many years have you been involved with FFEDA? What are some of the benefits you have received by being a member? What has changed over the years? What has stayed the same?

I joined the FFEDA in the mid 90's. FFEDA has kept up with the ever-occurring changes in the fire

equipment industry. This has helped our industry be more professional and looked upon as a leader in the United States. Many states envy us because of the FFEDA, which has helped pass laws to help us with our business.

### Tell us a little about yourself. Some ideas: What do you enjoy doing in your spare time? Do you have any children, grandchildren, pets, etc.?

I enjoy running, and have ran in the Boston Marathon. Now that I have become older, I enjoy participating in 5K's. Golfing is another pass time that I enjoy when I have time. Giving back has been something that I have dedicated a lot of time to, including being the treasurer for the St. Pete Lion's Club. I am also involved with a 501-C3 called Terra Nova helping people get a second chance at life.

I have two children Daniel and Justin, and one granddaughter Sahara. Daniel and his wife are expecting twins in March. My son Daniel works with me and is my right hand man at All Florida Fire.

Thank your for attending the  
2018 1st Quarter Educational Seminar

A special THANK YOU to our Speakers & Sponsors:  
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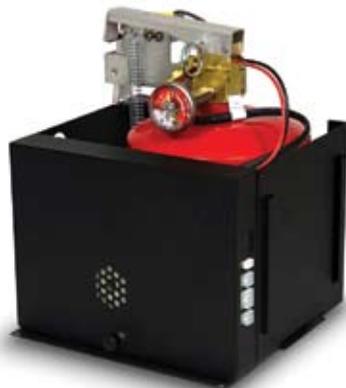
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# Fire Safety Successes

## Fire officials praise teacher and student for quick action regarding fire

RACINE, WI, November 9, 2017 - The Racine Fire Department is crediting a Horlick High School student and teacher with quick action to extinguish a trash can fire inside the school theater one morning. Officials said a student discovered a small fire inside a trash can in the theater, then notified his teacher and activated the fire alarm. The teacher put the fire out with a portable fire extinguisher, which allowed for the fire to be contained within the trash can. "This is a great example of if you see something, say something," Fire Department officials said. "Quick thinking and action prevented a possible disaster."

## Bystander uses fire extinguisher after a car crash

TULSA, OK, November 20, 2018 - A bystander who witnessed a car hit another vehicle before crashing into an apartment complex was able to save the life of the driver and prevent any further property damage.

The car was travelling along a highway when it struck an SUV, went off the highway and drove through a median before hitting the apartment complex, which caused it to catch fire. Firefighters said that the bystander then grabbed a nearby portable fire extinguisher and ran over to the car to put out the fire. No one was injured as a result of the crash or the fire.

## 91-year-old puts out kitchen fire with extinguisher

YORK, PA, November 6, 2017 - Back in August of this year, a 91-year-old resident of York, PA rushed to her neighbor's apartment with a portable fire extinguisher after being alerted to a kitchen fire. Neighbors recounted that the 91-year-old confidently grabbed the portable fire extinguisher from the apartment building hallway and put out the kitchen fire. Even more impressive was that the elderly woman was able to extinguish the flames despite her already failing health; she passed away from congestive heart failure in September. The City of

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York posthumously honored her with the creation of the Distinguished Citizen of the Year Award in her name for community members who go above and beyond in providing extraordinary service for the safety and well-being of their community, just as she did in August.

## Scare reveals importance of fire extinguishers

**SHEFFIELD, TN, January 6, 2018** - It started with a sudden pop in the kitchen, followed by a burning smell that the husband and wife homeowners could not locate. After searching their house for the source of the smell, they discovered smoke seeping from the cabinet door below the stove. That is when they found a fire that was growing in the cabinet. After calling 911, they used a fire extinguisher to put out the fire. In situations like this, according to the Fire Equipment Manufacturers' Association, 95 percent of all property damage from fires occurs when the fire has progressed beyond its early stages. However, as a direct result of the couple's use of a fire extinguisher, the fire was contained to the cabinet area causing only minor damage.

## Homeowner uses fire extinguisher after car crash

**HILLSDALE, NJ, January 23, 2018** - Around 2 a.m. one morning, a New Jersey homeowner was woken up as a car crashed into her house. She told authorities that she heard a loud explosion, so she looked out her window, where she saw that the car was on fire and resting on her house. She immediately ran outside with a fire extinguisher to put out the flames while authorities were on route. Once authorities arrived, they ensured that the fire was out and then removed the man from his car. While the car was totaled, the driver did not suffer any serious injuries and the house only received minor damage.

*This data supplied by Fire Equipment Manufacturers' Association (FEMA).*

***Please share your fire safety successes with FFEDA.***

Send stories and photos to [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org).

# FFEDA Legislative Update

At the time of this writing, the 2018 Florida Legislative Session was poised to enter its final two weeks, with a scheduled adjournment of March 9th.

FFEDA's representatives have kept busy working directly for FFEDA members on important issues, and in concert with other fire safety and construction interests.

Here are some of the top issues we've been working on or following for you:

## **Fire Equipment Requirements / Department of Financial Services**

HB 1073 by Rep. Bill Hager (R-Boca Raton) and SB 1292 by Sen. Kelli Stargel (R-Lakeland) are the Department of Financial Services' (DFS) omnibus "housekeeping" packages.

These bills include numerous, non-controversial provisions meant to clean up ambiguities and outdated language in the statutes relevant to the DFS. Included in the bill are some minimal changes to Chapter 633 that are the result of previously reported discussions between the SFM and FFEDA representatives.

FFEDA's board previously reviewed these changes and did not have any objections. These include:

- Chapter 633.302, Florida Fire Safety Board membership - maintains the Board's staggered terms while clarifying that each individual member's term is four years in length.
- Chapter 633.304(2), Fire suppression equipment licenses - conforms requirements related to inactive licenses with changes to the license cycles made previously.
- Chapter 633.304(3)(a) and (4)(b) and (c) - ensures the SFM's ability to maintain enforcement jurisdiction in situations where the licensee is contractually related to, rather than directly

employing, the permittee, such as in an employee leasing situation.

- Chapter 633.304(4)(d)3 and Chapter 633.318(7) - accommodates the standard ACORD insurance form as proof of insurance, rather than requiring the SFM to duplicate those efforts and separately adopt a form by rule.

Note that these changes are not related to the comprehensive Chapter 633 rewrite that the SFM intends to propose for the 2019 Session.

In addition, at the direction of FFEDA's Board, we amended these bills to address a non-controversial issue raised by FFEDA's Chapter 633 Rewrite Committee.

Specifically, recognizing the evolution of manufacturing processes, our amendment changed s.633.314(2), as follows:

*"Such serial number must ~~shall~~ be permanently affixed stamped on the manufacturer's identification and instruction plate."*

Sen. Doug Broxson (R-Pensacola) proposed our amendment to SB 1292 in the Senate Children & Families Committee, which adopted it unanimously. Rep. Hager included our change in a larger amendment to HB 1073, proposed in the House Commerce Committee, which also adopted it unanimously.

Both bills are now ready for final consideration in their respective chambers, and a final version is likely to pass and become law.

We continue to work hard on FFEDA's behalf, protecting and promoting the interests of Florida's fire equipment dealers.

***William Stander***  
***FFEDA Legislative Consultant***

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# Workplace Safety & the Flu

## Employer Guidance: Reducing All Workers' Exposures to Seasonal Flu Virus

This guidance provides baseline infection control procedures for seasonal flu. As new information about the current seasonal flu virus becomes available, this workplace guidance will be reevaluated and updated. Employers should ensure that they have the most up-to-date information when making decisions about their current operations and planning.

### Flu IQ

There are some basic precautions that can protect workers during the flu season. This page gives employers and managers information about how to protect workers whose job tasks involve contact with coworkers and the general public. Workers who provide healthcare services are addressed separately. All employers can implement a combination of controls to protect workers and reduce the transmission of the seasonal flu virus in the workplace. Workplace controls include: promoting vaccination; encouraging sick workers to stay home; promoting hand hygiene and cough etiquette; keeping the workplace clean; and addressing travel concerns.

Pandemic flu remains a concern for all employers. A pandemic can occur at any time and can be mild, moderate, or severe. The pandemic in 2009 was considered by CDC to be mild but it still created challenges for employers and showed that many workplaces were not prepared. The precautions identified in this guidance give a baseline for infection control during a seasonal flu outbreak, but they may not be enough to protect workers during a pandemic. Your pandemic flu plan should be based on a "worst-case" scenario – one in which the virus causes severe illness and death in larger numbers of people. Planning for the worst-case ensures that you will have the right type of equipment and an adequate supply of it on hand to protect workers. It also ensures that you have planned for additional control options so that you can pick the right combination for the

specific pandemic flu virus. For additional information on pandemic flu planning, see OSHA's Guidance on Preparing Workplaces for an Influenza Pandemic and CDC's business planning resources.

### Basic Precautions for All Work Activities

#### Encourage Workers to Get Vaccinated

Encourage workers to get the seasonal flu vaccine when it is available. Consider hosting a flu vaccination clinic in your workplace. For additional information about seasonal flu vaccine priorities, see Key Facts About Seasonal Flu Vaccine.

#### Encourage Sick Workers to Stay Home

Encourage sick workers to stay home. The CDC recommends that workers who have a fever and respiratory symptoms stay at home until 24 hours after their fever ends (100 degrees Fahrenheit [37.8 degrees Celsius] or lower), without the use of medication. Not everyone who has the flu will have a fever. Other symptoms could include a runny nose, body aches, headache, tiredness, diarrhea, or vomiting.

#### Develop a Policy for Workers and Clients Who Become Ill in the Workplace

Develop a policy on how to deal with workers and clients who may be ill with the flu and communicate it to your workers. See CDC's Seasonal Flu Information for Businesses and Employees for information about how to develop this type of policy.

Determine who will be responsible for assisting ill individuals in the workplace and make sure that at least one person can serve as the "go to" person if someone becomes sick in the workplace.

Consider how to separate ill workers from others, or give them a surgical mask to wear, if possible and if they can tolerate it, until they can go home.

#### Promote Hand Hygiene and Cough Etiquette

Post signs that tell workers, visitors, and clients the steps for proper hand hygiene and cough etiquette.

Workers, visitors, and clients should have easy access to supplies such as “No touch” wastebaskets for used tissues; Soap and water; Alcohol-based hand rubs; Disposable towels and Cleaning and sanitation materials.

Lobbies, halls, and restrooms should have the above items and workers should know where they are.

### Hand Hygiene

Wash hands after blowing your nose, coughing, sneezing, or coming into contact with mucus or contaminated objects and surfaces.

Apply soap and water: rub soapy hands together for at least 20 seconds, rinse hands with water, and dry completely.

Alcohol-based hand rubs: If soap and water are not available, use of an alcohol-based hand rub is a helpful interim measure until hand washing is possible. When using an alcohol-based hand rub, apply liquid to palm of hand, cover all surfaces of the hands with the liquid, and rub hands together until dry.

### Cough Etiquette

Cover coughs and sneezes with a tissue, or cough and sneeze into your upper sleeve(s).

Dispose of used tissues in “no-touch” wastebaskets.

### Keep the Workplace Clean

Frequently clean all commonly touched work surfaces, work areas, and equipment (e.g., telephones, doorknobs, lunch areas, countertops, copiers, etc.).

Use the cleaning agents that are usually used in these areas and follow the directions on the label. No additional disinfection beyond routine cleaning is recommended by CDC.

Provide disinfectants and disposable towels for workers to use to clean their work spaces and surfaces and to keep work areas clean.

### Educate Workers About the Flu and Conditions That Place Them at Higher Risk for Flu Complications

Train workers about how flu can be transmitted in the workplace and what precautions they can use to prevent transmission. Provide information about the following signs, symptoms, and complications of the flu; policies and procedures for reporting flu symptoms, using sick leave, and returning to work; vaccination; and any required work practices.

CDC has identified groups that have a higher risk for complications from seasonal flu (e.g., elderly, pregnant women, small children, persons with asthma, etc.).

Inform workers that some people are at higher risk of complications from flu and suggest that they talk to their doctor about their own risk and what to do if they become ill.

### Address Travel and Sickness While on Travel

Reconsider business travel to areas with high illness rates; see up-to-date travel advisories.

CDC recommends the following measures for workers who becomes ill while on travel:

Advise workers who become ill while traveling or on temporary assignment to notify their supervisors.

Workers who become ill while traveling and are at increased risk of flu complications and others concerned about their illness should promptly call a healthcare provider.

Advise workers to check themselves for fever and any other signs of flu-like illness before starting travel and to notify their supervisors and stay home if they feel ill.

*OSHA [www.osha.gov](http://www.osha.gov)*

# Health Care Woes?

Health Insurance may be one of the hot-button issues of 2011, but it's long been a source of frustration for small-business owners. Figuring out what you want to provide to employees, what you're legally required to offer, and how much it will cost can become your "single biggest pain," as Peter Zdanowicz, chief operating officer at financial startup GoldBean, puts it.

Fortunately, there is help at hand, a bit of aid Zdanowicz and many other business owners have embraced. It's called a professional employer organization, or PEO.

Professional employer organizations are firms that specialize in providing human resources services to other businesses. A company agrees to allow a PEO to process its payroll, and, in turn, the PEO becomes the employer of record for those employees. With thousands—sometimes hundreds of thousands—of "employees," PEOs are able to offer their member companies everything from health insurance to retirement benefits at much better prices than are usually available to standalone smaller firms.

According to market-research firm IbisWorld, the PEO industry grew at an annual rate of 8.7 percent from 2012 to 2017, thanks in part to its health care offerings. "PEOs have been gaining in popularity since the advent of the Affordable Care Act," says Adam Hyers, owner of Hyers & Associates, an insurance brokerage based in Columbus, Ohio.

In the United States, the law—at least as of press time—says that any business with 50 or more full-time-equivalent workers for one year or more must offer health insurance. And about half of businesses that aren't legally required to give their workers the option of signing up for coverage offer it anyway. "It's a necessary benefit to attract the team we want" says Mickey Swartzel, co-founder of Ann Arbor, Michigan-based New Eagle Consulting, which employs 25 people.

But it's difficult to offer your employees the equivalent of large-company health benefits: Since

you're not bringing insurers a ton of business, they may charge you a lot for the most attractive options, effectively relegating your company to plans with high deductibles or few out-of-network options. That can cause problems hiring or retaining talent. When new employees "sign the papers and see a \$10,000 deductible, they are not happy," Zdanowicz says.

"My employees and their families," she says, "saved about \$5,000 a year" on health insurance. She also spent less on human resources, as the PEO's administrative costs were less than the cost of hiring an HR person.

*Earl Spiegel, PEO Searcher*  
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**If you would like to submit an article for the Fire Line Magazine, please email FFEDA at [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org).**



**Check out the FFEDA website at [www.ffeda.com](http://www.ffeda.com) for**

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# 5 Tax Reduction Strategies

Americans pay more in taxes each year than they spend on food, clothing, and housing combined, so reducing your taxes to the legal minimum can greatly increase your ability to build wealth. Judge Learned Hand said, "Anyone may so arrange his affairs that his taxes shall be as low as possible; he is not bound to choose that pattern which will best pay the treasury; there is not even a patriotic duty to increase one's taxes." Supreme Court Justice Sutherland declared, "The legal right of a taxpayer to decrease his taxes or to altogether avoid them by means which the law permits cannot be doubted." This article from the American Society for Asset Protection will teach you five strategies to reduce your taxes to the legal minimum.

## Strategy #1 - Create Non-Taxable Income

The IRS allows you to rent out your home for up to fourteen days each year without having to declare the rent as income. When a business partner or client comes into town and stays at your home, you can charge your corporation rent for the room. You can also have a company party or trainings at your home and rent your home to your corporation for the day. The corporation deducts the rental expense, and you enjoy the rental income tax free. If you tax advisor has not taken advantage of this strategies maybe is in time for some expert advice from the American Society for Asset Protection.

## Strategy #2 - Spread Income

If you are in a federal tax bracket higher than 15%, you may be able to reduce your taxes by setting up a Nevada C corporation and have up to \$50,000 of your income flow to this corporation. Nevada has no state income tax and has a federal tax rate of 15% on the first \$50,000 of taxable income. Your corporation can retain these earnings so you are not double taxed. If you had a personal marginal federal income tax rate of 28% and a state income tax rate of 7%, you would pay \$17,500 in federal and state income tax on this \$50,000. If, however, this \$50,000 flowed to a Nevada C corporation, you may only pay the federal corporate tax rate of 15% (depending on the activity of the corporation), or \$7,500, saving you \$10,000 in taxes.

Another application of this strategy is to spread income to children in lower tax brackets. Instead of paying your children's expenses directly with after-tax dollars, hire your children and pay them for the work they do and have your children pay for their own clothes, food, school, etc. from the money they earn. You can deduct the wages as a business expense, and your children will pay taxes at their lower tax bracket.

## Strategy #3 - Maximize Deductions

There are thousands of items that are allowed as business expenses. You want to make sure as many expenses as possible are deducted as business expenses. Expenses you may not be taking full advantage of as a business deduction are your medical expenses. Within a sole proprietorship or an S corporation, there is a limit on the medical expenses you can deduct. With the right provisions in a C corporation, you can deduct all medical insurance premiums and all out-of-pocket medical expenses for co-pays, medications, first aid items, etc. The American Society for Asset Protection can help you evaluate to see if adding a C corporation to your planning would be wise.

## Strategy #4 - Defer Income

One way the IRS allows you to defer income is by contributing to a retirement plan. A retirement plan that works well for a business with no employees (you may have another business with employees) is a Simplified Employee Pension Individual Retirement Account (SEP IRA). The IRS allows you to contribute 18.58% of net profit (maximum of \$50,000 per year) to your SEP IRA for retirement. If you have \$100,000 net profit in your business, you would be able to contribute up to 18.587%, or \$18,587, to your retirement account. You would get to deduct the contribution, saving you thousands in federal and state taxes. Thus, money goes into your SEP IRA tax-free and grows tax-free. SEP IRA funds are taxed at ordinary income tax rates when qualified withdrawals are taken after 59.5 years of age.

## Strategy #5 - Proper Use of Entities

The tax rules are different for S corporations, C corporations and Sole Proprietorships. You want to use the entity or entities which require you to pay the least amount of tax. For example, if you operate your business as a sole proprietor, all profit (up to the taxable maximum) is subject to Social Security and Medicare taxes. In an S corporation, profits are distributed through a K-1 and are not subject to Social Security and Medicare taxes. Having your profits flow to you as K-1 income, instead of as profit from a sole proprietorship, could save you thousands each year in Social Security and Medicare taxes.

For example, if a sole proprietorship has a profit of \$100,000, a 15.3% tax (12.4% Social Security tax and 2.9% Medicare tax) would have to be paid on the entire \$100,000, totaling \$15,300 ( $\$100,000 \times 15.3\%$ ). In comparison, if an S corporation has a profit of \$100,000 and you pay yourself a reasonable salary of \$40,000, the other \$60,000 would flow to you as profit (K-1) and is not subject to Social Security and Medicare taxes. You only pay social

security and Medicare tax on the \$40,000 salary, for a tax of \$6,120 ( $\$40,000 \times 15.3\%$ ). In this scenario, using an S corporation would save \$9,180 ( $\$15,300 - \$6,120$ ) in taxes each year. While it would be nice to have the whole \$100,000 excluded from Social Security and Medicare tax, the IRS requires that owner-employees of an S corporation be paid a salary that is a "reasonable amount" for the work being performed.

## Conclusion

Every tax reduction plan done by the American Society for Asset Protection is unique and tailor to the individual and their income sources. According to the IRS commissioner, millions of taxpayers are overpaying their taxes each year. Are you paying more taxes than is required?

*By Larry Oxenham, Senior Advisor  
American Society for Asset Protection  
[www.americansocietyap.org](http://www.americansocietyap.org)*

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# SFM's Office Report

## *From the Desk of The Division of State Fire Marshal Office, Bureau of Fire Prevention, Regulatory Licensing Section...*

The Fire Equipment Dealers (FED) Industry two-year term pursuant to Chapter 633.304(4)(a) began 01/01/2018 thru 12/31/2019. The renewal invoice packets were mailed out at the beginning of October 2017. As of 01/19/2018 all renewals received prior to 12/31/2017 within the Bureau of Fire Prevention, Regulatory Licensing Section (RLS), have been processed and mailed. The State Fire Marshal's Office would like to thank all FED for submitting their renewal invoice packets back to our office in a timely manner and Florida Fire Equipment Dealers Association (FFEDA) for your continued support.

As we start this new two-year term we are encouraging all new business applications and transfer applications be submitted through the Division online portal. Below is the link along with instructions explaining how to request a user name and password in order to submit new and transfer applications.

<http://www.myfloridacfo.com/Division/SFM/>

Below are the instructions on how to register through the online portal and submit new and transfer applications. Please be sure to follow all the prompts or links associated on each page.

1. From the main screen, click on "Regulatory Licensing Info & Forms" on the left side of the screen (blue vertical box)
2. The next page will be the "Regulatory Licensing" page, and you will click on the "Access the Public Portal" link.
3. The next page you see will be the "Online Portal", and you will need to click "Apply for a License" under the Regulatory Licensing Section

4. Follow the instructions on this page to register and create a username and password. *(If you have established a username and password for the online portal previously, you will utilize the same credentials to access the portal. If you have not established a user name and password, click on the words "click here" to register.)*

5. The next page will be the online registration that requires pertinent information in order to provide you with a user name and password, that will be required to complete your application online. You will change the "Registration Type" to "Licensing Company" and proceed to complete the registration form and click submit. After clicking submit, someone from RLS will receive the registration and provide a user and password to you within 48 business hours from receiving the request. *(It is imperative that you provide a valid email address when requested on the registration form.)*

6. Once you received a user name and password, enter the information on the login screen and click submit. The next page you will see is the "Apply for a New License". To start the application process, select the desired license type. *(All the license types are set up electronically just like the actual paper applications. Please fill out the online application in the same manner as the paper application. There are some required fields, and if they are not completed out you will not be able to proceed to the next page.)*

7. After clicking "Submit" upon completion of the application, the following page will be the application fee required. Complete the required fields and select your payment type and submit. The only payment types that will be accepted for all electronic applications are: Master Card, American Express, Discover, or Electronic Check (enter acct. # and routing #)

Visa is **not** an acceptable payment type for applications or renewals.

Contact the SFMs Office with questions at (850) 413-3171.

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- 8 hr FED Permit - Portable Fire
- Fire Protection System Contractor I & II
- Fire Protection System Contractor IV
- Fire Protection System Contractor V
- Water Based Inspectors
- Selection and Placement of Extinguishers
- Obstructions to Sprinklers
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- Fire Pumps
- Basic Mathematics
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# Thank You

Thank you to the State Fire Marshal's Office Fire Prevention Staff for  
all you for the fire equipment industry and FFEDA!

---



**Deanna Davidson**



**Georgia Dowell**



**Ruth Ivory**



**Janice Kenon**



**Keith McCarthy**



**Sheila Thomas**



# Special Sponsorship Opportunity Available!

Each year, the Florida Fire Equipment Dealers Association hosts Educational Seminars throughout the state which members attend in order to maintain their state certifications. Next year, FFEDA is offering the opportunity for one lucky company to sponsor Lunch at each seminar.

Benefits of sponsoring an Educational Seminar Lunch include:



Added publicity of being the **SOLE SPONSOR** of Lunch



5 minutes to address FFEDA members



Recognition in marketing materials and on website



Company logo on seminar materials

## Sponsorship Opportunities Available:

Saturday, February 28th -  
**1st Quarter Educational Seminar**  
Florida State Fire College,  
Ocala, FL

Saturday, August 15th -  
**August Educational Seminar**  
Doubletree by Hilton,  
Deerfield Beach/ Boca, FL

Saturday, November TBD -  
**November Educational Seminar**  
Jacksonville TBD

*If you are interested in sponsoring an Educational Seminar Lunch, please contact the FFEDA office at (850) 224-0711 or [FFEDA@executiveoffice.com](mailto:FFEDA@executiveoffice.com) for more information.*



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# WE NEED YOU! TO MAKE IT HAPPEN

---

Nominations are now open to Florida Fire Equipment Dealers Association Members to serve on the 2018 FFEDA Board of Directors.

## Overview:

The Florida Fire Equipment Dealers Association Board consists of ten (10) members elected by the Association membership. There are 4 in person meetings per year held throughout the State of Florida.

## Benefits of Serving:

Our association is constantly looking for dedicated and talented fire equipment dealers to join our Board of Directors. Some benefits of being on the board include:

- Chance to Change the Industry
- Big Picture Thinking
- Better Understanding of Non-Profit Governance
- Development of Leadership Skills
- Expanded Networking Opportunities
- Resume Building
- Opportunity to Give Back

Volunteering to lead your association is important! Talk to one of our current board members and find out why it's so rewarding to serve on the FFEDA Board of Directors.

## Election Service Terms:

Each Director shall be elected to serve a term of two years. The two year term will start in June and go through May of the next year. Board members elected to the 2018 Board of Directors would serve from June 2018 through May 2010.

## Interested in Serving:

Contact FFEDA today at [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org) or by phone at (850) 224-0711.

Call for Nominations Forms will be sent to all active member companies. Please watch your mail and email for this important information and volunteer to help!

---

# ATTENTION MEMBERS



Have an interesting idea for a technical article?

Want to share some exciting company news?

Did you or a fellow FFEDA member just celebrate a major life event?

**Send us an article to share your story in the *Fire Line!***

*FFEDA is always welcoming articles written by members for members. If you have an idea for an article, contact the association office at (850) 224-0711 or [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org).*



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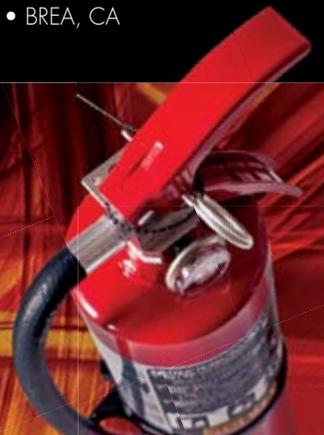
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# FFEDA Technician Subscription

To succeed in today's fire equipment industry; busy companies need to maximize time for themselves and their employees. FFEDA has put together this unique program to provide news and information to all employees within the fire equipment community at a minimal cost.

By signing up your employees for FFEDA Technician Subscriptions, you will be providing them with the tools to help keep them educated on what is going on within the fire equipment industry. As new laws and rules take effect, FFEDA will be publishing the most up-to-date information for our members and subscribers.

While the Technician Subscription is not the same as membership with FFEDA, it connects you to the resources FFEDA has to offer.

Support FFEDA and the fire equipment industry by educating and keeping your staff informed of important fire equipment industry news through FFEDA Technician Subscription!

Your company will benefit by ensuring full distribution of the most up-to-date fire equipment industry news throughout your company. Subscription Benefits Include:

- Free subscription to Fire Line newsletter (published quarterly)
- Instant notification and communication of important fire equipment related news through email and fax.
- Participation in one of the largest fire equipment associations in the United States.

## FFEDA Technician Subscription Application

Sign up for:

Price:

- 1 Technician Subscription \$20.00 each
- 2-5 Technician Subscriptions \$18.00 each
- 6 or more Technician Subscriptions \$15.00 each

Total Amount Due: \_\_\_\_\_

Please make copy of application for each additional subscriber.

### CUSTOMER INFORMATION:

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Company: \_\_\_\_\_

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Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

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Check enclosed. (Please make checks payable to FFEDA.) Check # \_\_\_\_\_ Check Amount # \_\_\_\_\_

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Credit Card# \_\_\_\_\_ Exp. Date \_\_\_\_\_

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Return completed order form and payment to FFEDA at  
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fax: 850-222-3019 or by email at [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org).

# ***FFEDA LOGO WEAR***

**2018 Florida Fire Equipment Dealers Association Embroidered Apparel**

**Show your support of FFEDA by wearing FFEDA Logo Wear!**



Orders will be ongoing throughout 2018. Please allow 2 weeks for production. All orders will be shipped via USPS and you will receive an email notification once your order has shipped.

**If you have any questions please contact Amy Napier,  
amy@executiveoffice.org.**

**To order FFEDA apparel please use the link below:  
<https://full-press-apparel-2.myshopify.com/collections/ffeda-member-apparel>  
The password to enter the site is: FFEDA (all caps)**

# Info You Need to Know

## 2018 Calendar of Events

**June 22 - 24, 2018**

### **2018 FFEDA Annual Conference and Trade Show**

Omni Orlando Resort at Championsgate

Room Deadline: May 31, 2018

Reservations: (800) 843-6664

Room Rate: \$150.00

**August 24 - 25, 2018**

### **FFEDA Board Meeting & Educational Seminar**

Sanibel Harbour Marriott Resort & Spa, Fort Myers

Room Deadline: August 3, 2018

Reservations: (239) 466-4000

Room Rate: \$139.00

**November 2 - 3, 2018**

### **FFEDA Board Meeting & Educational Seminar**

Holiday Inn Palm Beach Airport

1301 Belvedere Road West Palm Beach

Room Deadline: October 5, 2018

Reservations: (561) 659-3880

Room Rate: \$119.00

*Board Meetings are held on Friday afternoon (open to Members) and Educational Seminars on Saturday.*

**Go to [ffeda.com](http://ffeda.com) for more information.**

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## 2019 Continuing Education Requirements

### **All Fire Equipment Dealer License Holders (licensees) must have a minimum of:**

- 14 hours of Technical content
- 1 hour Business Practices
- 1 hour Workers Compensation

### **All Fire Equipment Permit Holders (permittees) must have a minimum of:**

- 14 hours of Technical content
- 1 hour Business Practices
- 1 hour Workplace Safety

**Deadline for paperwork to be sent to State Fire Marshal: December 31, 2019**

## Member Benefits

Are you taking advantage of everything FFEDA has to offer to your company and your employees?

### **State Approved Continuing Education**

FFEDA offers over 24 CE hours each year.

Classes are approved and feature professional, knowledgeable speakers on topics that are critical to the industry.

### **Free Human Resource Hotline**

Unless you have a dedicated, full-time Human Resources manager on staff, you could be violating the law when it comes to employee relations and not even know it. FFEDA offers members this HR Hotline and provides peace of mind at no additional cost to you.

### **Professional Lobbyist**

FFEDA has a professional lobbyist that focuses on legislative and regulatory issues. This lobbyist works the halls of the Capitol and work closely with the State Fire Marshal's Office and other regulatory agencies.

### **Professional Management**

FFEDA is managed by a staff of association professionals that bring decades of experience and success. The staff focuses on membership, meeting planning, continuing education, publications, regulatory relationships and other important factors.

### **Collaboration with Industry Leaders**

FFEDA has been working hard to expand our relationships with other fire protection associations to strengthen our associations and help cross train industries.

Contact your association office today at [ffeda@executiveoffice.org](mailto:ffeda@executiveoffice.org), phone 850-224-0711 or fax 850-222-3019 to find out more about your membership.



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A photograph of a train moving through a dense forest. The locomotive is red with a blue stripe and has the text "SEE YOU IN ORLANDO" written on its side. The train is moving away from the viewer, and the forest is lush and green.

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