AFSA45
GUARDIANS OF LIFE SAFETY
INSTALLERS AND INSPECTORS
Jack Coffelt
CFC Fire Consulting
SAN ANTONIO, TX
AFSA
American Fire Sprinkler Association

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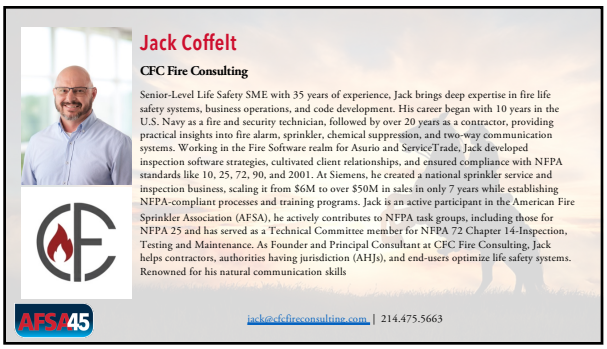
Jack Coffelt
CFC Fire Consulting
Senior-Level Life Safety SME with 35 years of experience, Jack brings deep expertise in fire life safety systems, business operations, and code development. His career began with 10 years in the U.S. Navy as a fire and security technician, followed by over 20 years as a contractor, providing practical insights into fire alarm, sprinkler, chemical suppression, and two-way communication systems. Working in the Fire Software realm for Asurio and ServiceTrade, Jack developed inspection software strategies, cultivated client relationships, and ensured compliance with NFPA standards like 10, 25, 72, 90, and 2001. At Siemens, he created a national sprinkler service and inspection business, scaling it from $6M to over $50M in sales in only 7 years while establishing NFPA-compliant processes and training programs. Jack is an active participant in the American Fire Sprinkler Association (AFSA), he actively contributes to NFPA task groups, including those for NFPA 25 and has served as a Technical Committee member for NFPA 72 Chapter 14-Inspection, Testing and Maintenance. As Founder and Principal Consultant at CFC Fire Consulting, Jack helps contractors, authorities having jurisdiction (AHJs), and end-users optimize life safety systems. Renowned for his natural communication skills
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jack@cfc-fireconsulting.com | 214.475.5663

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HOUSEKEEPING ITEMS
TO RECEIVE CREDIT FOR THIS SEMINAR, YOU MUST:
1) scan badge upon entry,
2) attend seminar in its entirety, and,
3) submit evaluation within 14 days
No individual or entity - including a presenting author - may electronically record or broadcast any portion of this AFSA training without prior written consent of AFSA. Unauthorized recording (audio, video, still photography, etc.) of this presentation without the express written consent of AFSA is strictly prohibited.
National Fire Protection Association
The authority on fire, electrical, and building safety
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Any opinion expressed is the personal opinion of the author and presenter and does not necessarily present the official position of the NFPA and its Technical Committees.
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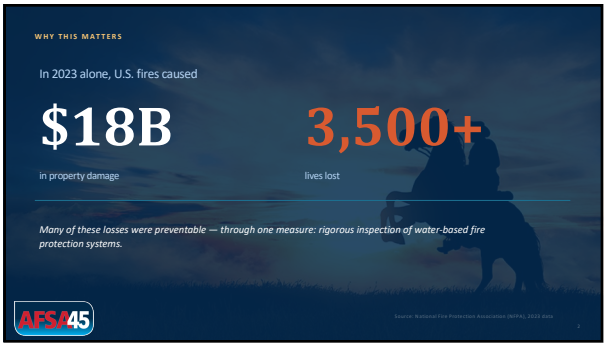
WHY THIS MATTERS
In 2023 alone, U.S. fires caused
$18B
in property damage
3,500+
lives lost
Many of these losses were preventable — through one measure: rigorous inspection of water-based fire protection systems.
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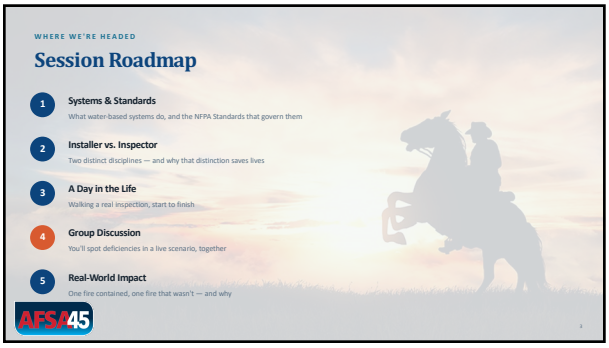
WHERE WE'RE HEADED
Session Roadmap
1 Systems & Standards
What water-based systems do, and the NFPA Standards that govern them
2 Installer vs. Inspector
Two distinct disciplines — and why that distinction saves lives
3 A Day in the Life
Walking a real inspection, start to finish
4 Group Discussion
You'll spot deficiencies in a live scenario, together
5 Real-World Impact
One fire contained, one fire that wasn't — and why
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THE SYSTEMS IN QUESTION
Water-Based Fire Protection Systems
Sprinkler Systems
Control 96% of fires where they operate correctly
Standpipes
Deliver water to firefighters in high-rise buildings
Fire Pumps
Ensure adequate water pressure reaches the system
Governing Standards
NFPA 13 Installation of Sprinkler Systems
NFPA 14 Installation of Standpipe & Hose Systems
NFPA 20 Installation of Stationary Fire Pumps
NFPA 25 Inspection, Testing & Maintenance
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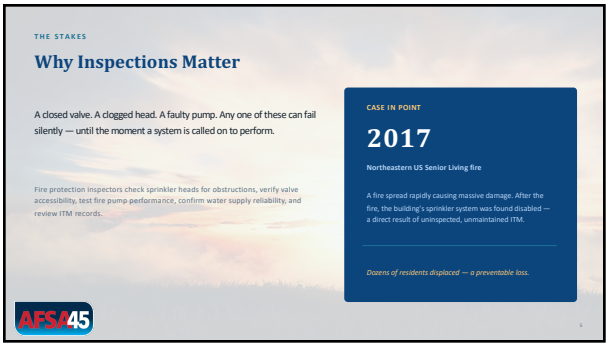
THE STAKES
Why Inspections Matter
A closed valve. A clogged head. A faulty pump. Any one of these can fail silently — until the moment a system is called on to perform.
Fire protection inspectors check sprinkler heads for obstructions, verify valve accessibility, test fire pump performance, confirm water supply reliability, and review ITM records.
CASE IN POINT
2017
Northeastern US Senior Living fire
A fire spread rapidly causing massive damage. After the fire, the building's sprinkler system was found disabled — a direct result of uninspected, unmaintained ITM.
Dozens of residents displaced — a preventable loss.
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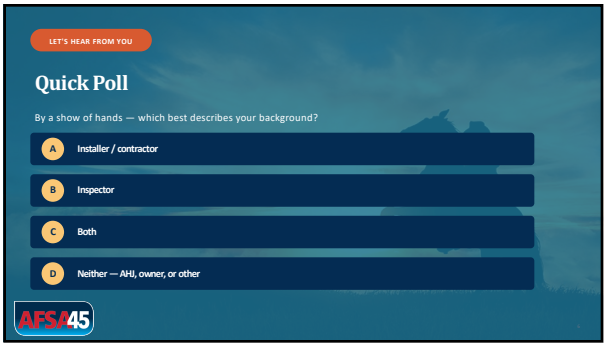
LET'S HEAR FROM YOU
Quick Poll
By a show of hands — which best describes your background?
A Installer / contractor
B Inspector
C Both
D Neither — AHJ, owner, or other
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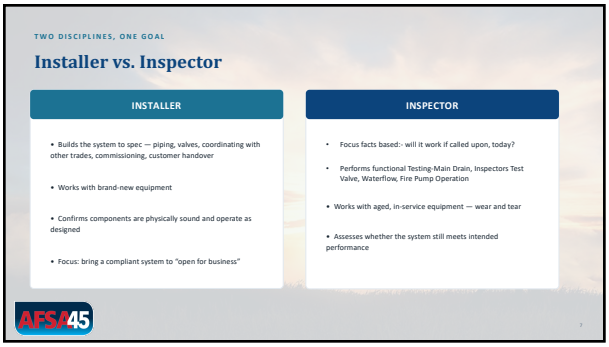
TWO DISCIPLINES, ONE GOAL
Installer vs. Inspector
INSTALLER
• Builds the system to spec — piping, valves, coordinating with other trades, commissioning, customer handover
• Works with brand-new equipment
• Confirms components are physically sound and operate as designed
• Focus: bring a compliant system to "open for business"
INSPECTOR
• Focus facts based:- will it work if called upon, today?
• Performs functional Testing-Main Drain, Inspectors Test Valve, Waterflow, Fire Pump Operation
• Works with aged, in-service equipment — wear and tear
• Assesses whether the system still meets intended performance
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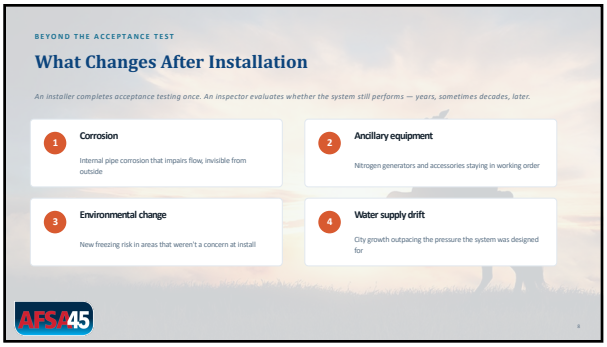
BEYOND THE ACCEPTANCE TEST
What Changes After Installation
An installer completes acceptance testing once. An inspector evaluates whether the system still performs — years, sometimes decades, later.
1 Corrosion
Internal pipe corrosion that impairs flow, invisible from outside
2 Ancillary equipment
Nitrogen generators and accessories staying in working order
3 Environmental change
New freezing risk in areas that weren't a concern at install
4 Water supply drift
City growth outpacing the pressure the system was designed for
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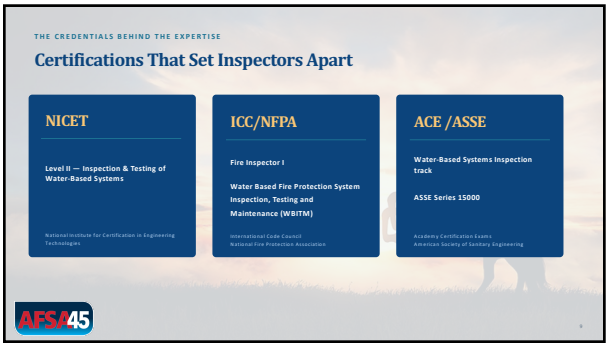
THE CREDENTIALS BEHIND THE EXPERTISE
Certifications That Set Inspectors Apart
NICET
Level II — Inspection & Testing of Water-Based Systems
National Institute for Certification in Engineering Technologies
ICC/NFPA
Fire Inspector I
Water Based Fire Protection System Inspection, Testing and Maintenance (WBITM)
International Code Council
National Fire Protection Association
ACE /ASSE
Water-Based Systems Inspection track
ASSE Series 15000
Academy Certification Exams
American Society of Sanitary Engineering
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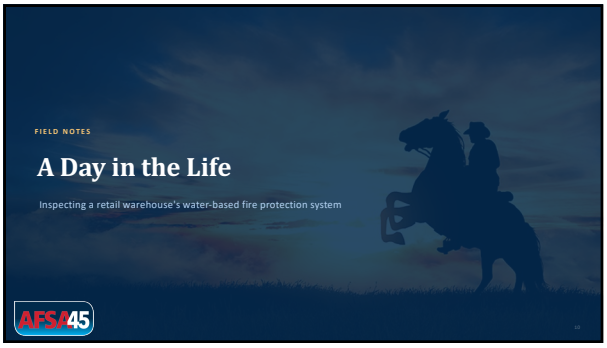
FIELD NOTES
A Day in the Life
Inspecting a retail warehouse's water-based fire protection system
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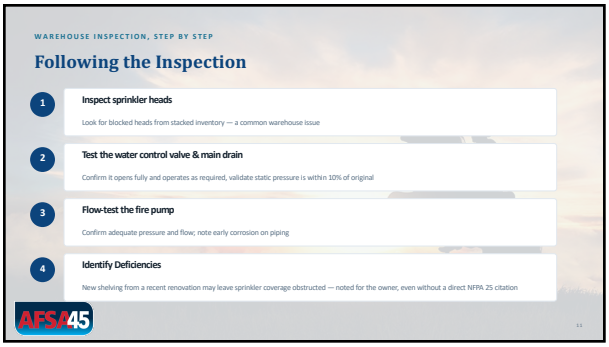

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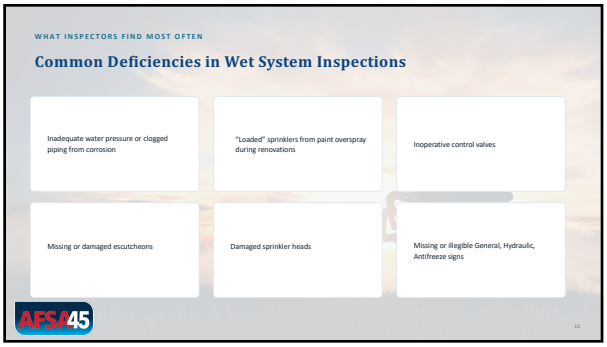

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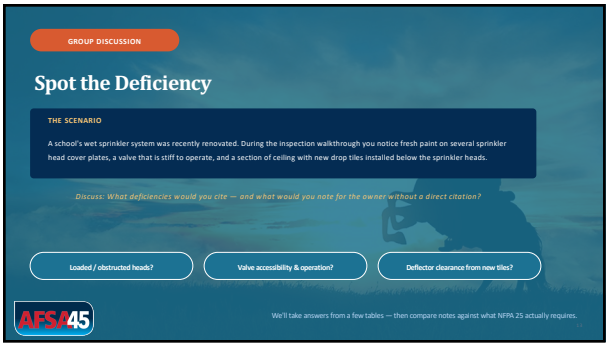

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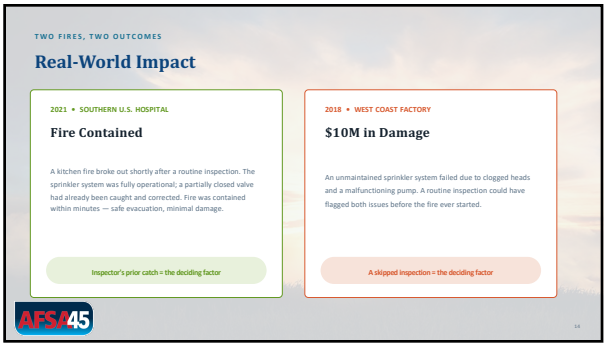

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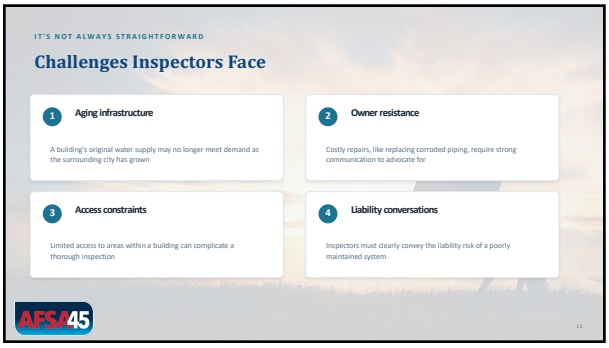

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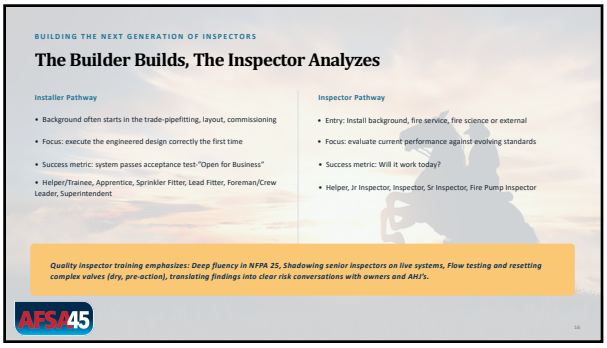

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WHY THIS WORK MATTERS BEYOND ONE BUILDING
Societal Benefits of Inspection
Billions saved
In prevented fire-related damages annually, per NFPA estimates
Lower premiums
Insurers recognize compliant, well-maintained systems as reduced risk
Safer communities
Schools, workplaces, and homes protected by systems proven ready
Public trust
Confidence that life safety systems will perform when called upon
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A CALL TO ACTION
Champion the Guardians of Life Safety
Building owners:
Prioritize regular, required inspections — schedule them, don't wait for a trigger
Policymakers:
Support inspector training programs to meet demand as buildings age
Our industry:
Value the inspector's role as distinct from — and essential alongside — the installer's
Let's ensure water-based systems stand ready to protect the people who count on them.
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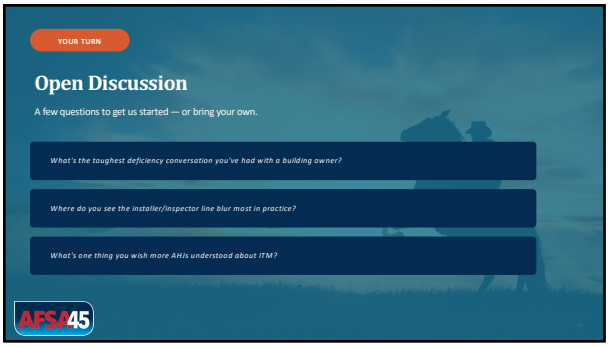
YOUR TURN
Open Discussion
A few questions to get us started — or bring your own.
What's the toughest deficiency conversation you've had with a building owner?
Where do you see the installer/inspector line blur most in practice?
What's one thing you wish more AHJs understood about ITM?
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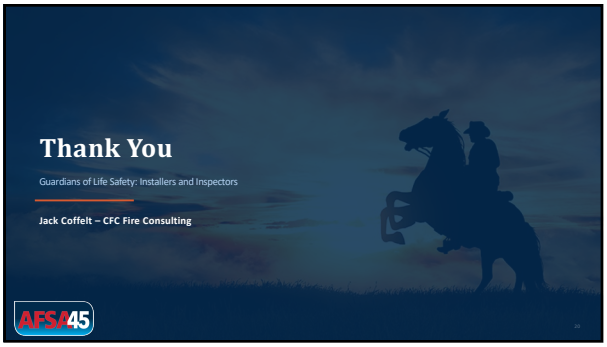
Thank You
Guardians of Life Safety: Installers and Inspectors
Jack Coffelt – CFC Fire Consulting
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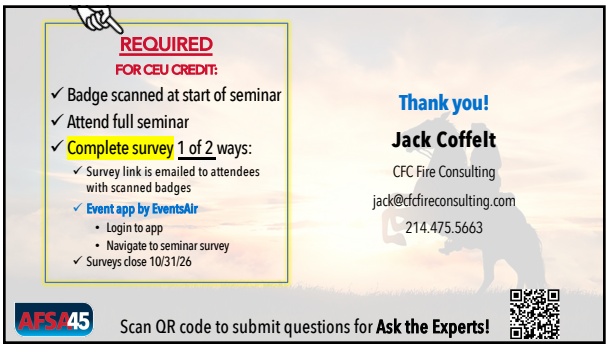
REQUIRED
FOR CEU CREDIT:
✓ Badge scanned at start of seminar
✓ Attend full seminar
✓ Complete survey 1 of 2 ways:
✓ Survey link is emailed to attendees with scanned badges
✓ Event app by EventsAir
• Login to app
• Navigate to seminar survey
✓ Surveys close 10/31/26
Thank you!
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214.475.5663
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Scan QR code to submit questions for Ask the Experts!

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2027 Training Schedule

WEBINARS

1/6	Updates to NFPA 20
1/20	Calculating Pressure Reducing Hose Valves
2/3	Consumer Alert: Nitrogen in Sprinkler Systems
2/17	Reviewing Hydraulic Calculations
3/3	Updates to NFPA 13, 2028 Ed.
3/17	Updates to NFPA 13R & 13D, 2028 Eds.
4/7	Topic Coming Soon
4/21	NFPA 25: Roles & Responsibilities
5/5	Standpipe Flow Test Procedures
5/19	Storage 101
6/2	NFPA Technical Meeting - Voting Guide
6/16	Topic Coming Soon
6/30	Topic Coming Soon
7/7	Updates to NFPA 14, 2027 Edition
7/21	Adjacent Hazards & Design Methods
8/4	Acceptance Testing
8/18	Modifications to Existing Systems
9/22	Topic Coming Soon
10/6	Seismic 101
10/20	Proposed Updates to NFPA 25, 2029 Ed.
11/3	Evaluating Fire Pump Flow Tests
11/17	Top 10 Tech Reviews
12/1	Designing Water Storage Tanks
12/15	Pump Room Layout

PROGRAMS

Feb 9 - Mar 5 Apr 20 - May 14 Aug 3 - Aug 27** Oct 26 - Nov 19	Beginning Design School*
Apr 26 - May 7 Nov 1 - 12	Intermediate Design School*
Feb 8 - 10** Apr 12 - 14 Jul 12 - 14 Oct 11 - 13	Sprinkler Hydraulics Calculations Workshop
Apr 19 - 21 Oct 18 - 20	Advanced Hydraulics Calculations Workshop
Feb 11** Apr 30 Jul 23 Sep 24	Introduction to the Fire Sprinkler Industry
Mar 1 - 3 May 17 - 19 Aug 16 - 18 Oct 18 - 20**	NFPA 25 Essentials Workshop
Jun 7 - 10 Sep 20 - 23	Experienced Inspector Skills Lab
Mar 4 - 5 May 20 - 21 Aug 19 - 20 Oct 21 - 22**	NFPA 25 Fire Pump Workshop
Spring Summer Fall	ITM Inspector Development Program* *This program is 20 months.*

** Hybrid course **At General Air Products Lab, Exton, PA*

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September 8-11	Manchester Grand Hyatt San Diego, CA

For More Details Visit:
firesprinkler.org

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Dates subject to change. Programs subject to minimum registrations.

rev 9/14/2026

Virtual Instruction Path (VIP)

for Sprinkler Fitting Apprentices

Level 1 - Begins January 2027

Level 2 - Begins February 2027

Level 3 - Begins January 2027

Level 4 - Begins March 2027

www.firesprinkler.org/VIP

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HANDS-ON WORKSHOPS FOR 2027

FEATURING AFSA'S TRAINING LAB

NFPA 25 Essentials Workshop

Mar | May | Aug | Oct

Description: Understand roles, responsibilities, and NFPA 25 ITM procedures through hands-on testing of wet systems, dry systems, and fire pumps.

NFPA 25 Fire Pump Workshop

Mar | May | Aug | Oct

Description: Develop practical NFPA 25 fire pump ITM skills, including no-flow and full-flow testing, water supply graphing, and performance evaluation.

Introduction to the Fire Sprinkler Industry

Feb | Apr | Jul | Sep

Description: This course is designed for those new to the industry. An introductory, wide-ranging 8-hour course that provides a broad overview of core fire sprinkler industry concepts for those new to the field.

Experienced Inspector Skills Lab NEW

Mar | Sep

Description: Take your ITM expertise beyond the basics. Designed for experienced technicians, this course combines focused classroom instruction with hands-on system lab training to strengthen your application of current NFPA 25 inspection, testing, and maintenance requirements. Refine fire sprinkler testing practices, improve documentation, deliver more consistent service, and help reduce liability while reinforcing knowledge commonly covered on certification exams.

Learn more about AFSA's fire sprinkler lab featuring functional risers, a spray room, fire pumps, and an interactive classroom.

firesprinkler.org/lab