



# MORE STATIC

April 2010

Presented by Loehr Lightning Protection Company



Founded in 1932, the ULPA is an association of lightning protection manufacturers, engineers, contractors and technicians dedicated to promoting and supporting lightning protection codes and standards published by the National Fire Protection Association, Underwriters Laboratories, Inc. and the Lightning Protection Institute.

Call us for information on ULPA membership at 1-800-668-ULPA.



## Industry Meets in Nashville for 78th Annual LPI/ULPA Conference

The 78th annual conference was a huge success with over 100 industry members and guests traveling to Nashville, TN for education, collaboration and fellowship. Jeff and Justin Harger of HLP Systems served as our gracious hosts in organizing hotel, hospitality and special events to make our visit to Nashville memorable.

In addition to enjoying the many amenities of the Gaylord Opryland Hotel, ULPA members were treated to educational sessions, general assembly meetings, industry-moderated breakout forums and lightning protection program updates. The following are highlights from the educational speaker sessions:

### UL Program Update on Standards Work - STP 96 & 96A

**Rich Bouchard**

Rich Bouchard outlined pending changes to UL's lightning protection program, the STP process and standard revisions which are currently under consideration with the STP committee (pending a May 3, 2010 vote). He also discussed new surge protection inspection requirements for Master Label Certification (MLC) and UL's recent allowance for pre-existing contract exceptions. Two handouts were provided for attendees — a roster of STP members and UL's seven page Guide to Determine Surge Protection Devices. Industry members who are experiencing problems with MLC and/or LOF applications are urged to follow-up in writing with UL's Customer Service Department.

*(Conference wrap-up continued, page 2)*

### ULPA Board of Directors

ULPA welcomes our newest Board members, George Portfleet with Michigan Lightning Protection and Scott Corey with Mr. Lightning.

#### Officers:

Patrick Dillon-President  
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Jeff Harger-Treasurer  
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#### Board:

Simon Larter  
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Wayne Maxwell  
Steve Humenuik  
Phil Youtsey

Lance Fleming  
Guy Maxwell  
Terry Portfleet  
Justin Harger  
Rob Cooper

## Conference Wrap-Up (continued)

## Corrugated Stainless Steel Tubing (CSST) and NFPA Standards Work & Field Report

**Mitch Guthrie**

Mitch's presentation re-capped the latest information on the CSST gas tubing issue as it relates to lightning protection, bonding and grounding. He also shared findings of his recent field inspection in conjunction with the LSA-sponsored CSST research project. Mitch also summarized the progress of the newly-formed NFPA joint task group which has been organized by the Fire Protection Research Foundation.

## Ground Resistance & Measurement

**Terry Klimchack, ERITECH/ERICO, Inc.**

Terry reviewed applicable NFPA and IEEE standards, soil resistivity, measuring soil resistivity, measuring ground system resistance and how to lower ground system resistance. Terry also provided an overview of available ground testing equipment currently on the market.

## FLASH & LPI...One Year Partnership Update

**Leslie Chapman-Henderson**

FLASH is an award-winning national, non-profit corporation founded in 1988 by a collaborative of organizations dedicated to strengthening homes and safeguarding families from natural disasters. Leslie provided an overview of the recent LPI/FLASH partnership and shared information regarding ways that FLASH has championed the cause of disaster-resilient construction through groundbreaking consumer awareness programs. Through the newly-formed partnership, lightning protection messaging is steadily being included in these endeavors.

## I.I.I. & LPI Subscriber Agreement Partnership Update

**Jean Salvatore**

As the senior vice president of Public Affairs at the Insurance Information Institute (III), Jeanne plays a highly public role in representing the III and the insurance industry. She works closely with the media as a spokesperson for insurance-related issues. The III contributes to thousands of news stories a year and fields nearly 50,00 questions from consumers. Jeanne shared updated data on lightning losses and insurance implications. She also discussed the goals and objectives of the new communications plan, which has been implemented in conjunction with LPI's 2010 subscriber agreement and partnership with the I.I.I.

## When Thunder Roars...Go Indoors

**Donna Franklin & Ellen Bryan**

Donna Franklin has worked at the National Weather Service since 1992 and has led national lightning safety efforts since 2001. In addition to managing the lightning safety program, she coordinates NOAA's StormReady program and is presently on detail to the Office of Public Affairs. Ellen Bryan, a junior at Ball State University, has been an advocate for lightning safety since 2000, when her sister, Christina was struck by lightning. Ellen joined the NOAA LSA team in 2009 to help promote Lightning Safety Awareness Week. Donna and Ellen's joint presentation included a history of the LSA Week Campaign, goals for the future, and a compelling and inspirational account by Ellen, which detailed her journey into lightning awareness via the injury of her beloved sister. The passion and dedication exhibited by these two speakers, ended the educational sessions on a powerful and inspirational note, which for many attendees, was the highlight of a terrific conference.

## New for 2010: Industry-Moderated Concurrent Breakout Sessions...

**I. Best Business Practices, moderated by Tom Harger & Steve Humenuik**

**II. Installation Roundtable, moderated by Phil Youtsey, Mark Morgan and Mike Riley**

**III. Marketing & Sales Tips, moderated by Kim Loehr, Justin Harger & Kim Stauder**

The above breakout sessions provided a forum for conference attendees to exchange ideas and information in an informal small group setting. **Feedback from conference attendees was in favor of continuing these sessions for future conferences. If you have an idea or suggestion for future breakout session topics, please email Kim Loehr at [kiml@lightning.org](mailto:kiml@lightning.org).**



## THE ANNUAL FINNY AWARD WINNERS



The “Finnys” are the *Oscars* of the lightning protection world, recognizing outstanding achievement, originality and creativity in the industry. Once again, we saw a host of interesting and awe-inspiring entries. The winning honors went to the following ULPA members who took home the bronze Finnys (finals):

### Promethean Award:

George Portfleet with Michigan Lightning Protection— “Conceptualization of the 150’ Radius Rolling Sphere”

George’s entry was presented in two parts: 1) a lego scale model and appropriately scaled balloon to demo the 150’ radius sphere depicted in 3-D fashion and 2) a 50’ section of the 150’ sphere was displayed in 2-D via fan-folded cardboard sections. George explained that the 3-D model can be built into various configurations by engineers, LSA presenters or installers to depict a visual for the Zone of Protection and how it applies to the model structure. The 2-D display can be used to illustrate the arc of a 150’ radius curved line in full scale.

### Harvest Award:

Beth Riley with Bonded Lightning Protection of Texas—”Bonded Lightning Protection Apprentice Program”

Bonded has worked hard to develop a lightning protection apprentice program to provide training, information, and tools for installers. The program manual includes blueprint reading courses, lightning protection code explanation, installation methods and tools, company policy and more. It was designed to reduce apprentice-to-installer training time and standardize installation and operation methods to help ensure educated and efficient lightning protection installers.

### Promotional Award:

James Barnard, Northeast Lightning Protection—”Lightning Bolt Promotional Pens”

Jim’s yellow pens are shaped like a lightning bolt and advertise company name and phone number. Jim says he distributes the pens at Lunch & Learn presentations and hands them out during sales calls. At \$1.49 each, the pens are an inexpensive, yet eye-catching advertising tool.

*Congratulations to our 2010 Finny Award Winners and thank you to East Coast Lightning Equipment (ECLE) for supplying the Finny trophies. Thank you, also, to all who participated in this year’s competition. Keep up the momentum for 2011!*

## THANK YOU!

ULPA extends a sincere THANK YOU to our generous sponsors....

The following firms contributed cash and/or prizes to support this year’s conference:

ECLE  
Guardian Equipment  
Hicks Lightning Protection  
Bonded Lightning Protection Systems (Jupiter, FLA)  
HLP Systems, Inc.  
Bonded Lightning Protection (Argyle, Texas)  
Maxwell Lightning Protection of Florida  
Robbins Lightning Protection  
ERICO, Inc.  
Thompson Lightning Protection, Inc.  
Preferred Lightning Protection  
Harger, Inc.  
Independent Lightning Protection

A very special thank you to Jeff & Justin Harger w/HLP Systems for hosting the 2010 conference and coordinating social functions.





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### Let's Roll the Dice... We're Headed to Vegas!

In 2011 ULPA will head Las Vegas, Nevada for the 79th annual conference. Mike Riley of Bonded Lightning Protection has graciously volunteered to host the event. Visit [www.ulpa.org](http://www.ulpa.org) later this summer for info and details.

#### Newsletter Duty Calls...Don't Dodge the Draft!

Mark your calendars, the following members have volunteered to produce More Static Newsletters for the 2010/2011 season:

- *June Newsletter: Kim Stauder—Bonded Lightning Protection (FLA)*
- *August Newsletter: Mark Hicks—Hiicks Lightning Protection*
- *October Newsletter: Mark Morgan—ECLÉ*
- *December Newsletter: Simon Larter—Warren Lightning Protection*
- *February/pre-conference Newsletter: Mike Riley—Bonded Lightning Protection (Texas)*

Please remember to forward your newsletter materials to the ULPA office by the 15th of your assigned month. Contact Pat Dillon, ULPA President, at [pat@bondedlightning.com](mailto:pat@bondedlightning.com) if you have any questions.

**Thanks for your cooperation!**



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