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Las Vegas, NV
April 13 - April 16

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Serving the Commercial Kitchen Exhaust Industry Worldwide

The IKECA Journal is an industry publication for cleaners, fire marshals, insurance professionals, facility managers, vendors and other interested parties in the commercial kitchen exhaust cleaning and inspection industry.

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As I write my first “From the Desk of the President” letter, I am reminded of how grateful I am to be part of this incredible organization. I have watched this association, and industry, grow in so many different ways throughout most of my life. IKECA has grown in membership, in recognition around the world, in technological advancement, in education and in outreach to AHJs. As president of IKECA, I am dedicated to fueling the flame of growth, while keeping the values of the founders and early members of this association in the forefront of every decision I make. I truly believe the members of IKECA come first, and should benefit the most.

I am excited I’ll see everyone in Indianapolis at the Fall Technical Seminar and Trade Show! These meetings are really a great place to learn, network, view the latest and greatest in industry related equipment, meet new members, catch up with old friends and get some much needed group therapy. At the Indy conference the education committee will roll out a portion of our interactive, web based modules that are part of our Learning Management System. I have seen a preview – they look great and they are going to be a fun way to earn CEUs. We will also be going off property to Koorsen’s facility for a “Night at the Museum,” taking us through the history of fire prevention. Thank you Koorsen! It is sure to be a fun evening. We will also have our educational seminars, networking events, trade show and a full day of AHJ training.

Looking ahead to the spring: VEGAS, BABY... VEGAS! 2019 marks IKECA’s 30th anniversary! And, what better way is there to celebrate than go to Las Vegas – like any other 30 year old???

We will be back at the Luxor in April 2019. This hotel and its staff will once again give us an incredible anniversary experience. I can’t wait.

Next to our members: continuing education and certification are the most valuable assets IKECA holds and offers. These programs are what separates us from the rest. Attending these meetings are the very best way to get that education – not just from the meetings and seminars, but from other members in attendance. I learn something new at every conference. When you attend IKECA conferences, I encourage you to engage with as many attendees as possible – new members, AHJs, vendors, old members, members with 2 trucks and members with 20 trucks. We all have something to offer one another.

Volunteer leadership is what keeps IKECA moving forward, at the committee level and on the Board of Directors. I urge you to join a committee and help keep the wheels at IKECA spinning. If you’re already on a committee, I urge you to run for the board of directors. The current board is made up of a mix of board veterans, directors who haven’t previously been on the IKECA board, a veteran who came back after several years; and, for the first time ever, an associate member. So if you feel you shouldn’t run for the board because you have “never been on it before” or “been there, done that,” give it a second thought. The IKECA board and committees thrive on diversity – man/woman, new member/longstanding member or seasoned vet/newbie – and all will make a difference in the future of this organization.

See you in Indianapolis!

Neal A. Iorii Jr.
John Dixon, MPA
IKECA Executive Director

Dear IKECA Members and Kitchen Exhaust Cleaning Industry Partners,

As the early days of fall 2018 unfold and we participate in the robust programming of our technical seminar in Indianapolis, I remain inspired by the important role you all share as stewards of property and safety through the application of kitchen exhaust cleaning standards, doctrine and practice!

Coming out of our annual meeting in San Diego, we learned much from your feedback about the format and substance of sessions, continuing education units, the venues and locations we choose, and how we must consistently attract and engage members throughout the world. IKECA’s board of directors and all of its committees continue to work diligently to improve our programs and activities so that they are relevant, applicable, and of the highest quality and value to KEC companies of all sizes!

I renew the call for IKECA members, brand new or long tenured, to collaborate with us to profile the work you do every day – work that is often taken for granted by the public and private sectors. I invite you to engage in committee service, as doing so allows your voices to be heard as it concerns the future of IKECA. Please contact me directly to explore existing – or even new – service opportunities and ways to profile your companies, employees, colleagues and other partners, so that together we can tell IKECA’s evolving story well!!

Best Wishes for Continued Success!

John H. Dixon
Executive Director

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Dear Peter:

I want to express my appreciation for the job you and your team have done integrating Uncle Oscar’s into our operations. It has been a pleasure working with you. Your responsiveness and customer service have been excellent. Over the past few years I would see you at IKECA conferences and would listen to your sales pitch with skepticism. I have been in the kitchen exhaust cleaning business since 1982 and have tried more cleaning products than I can count or remember. My research and testing always ended in frustration as I tried to find a product that would be safer for my service techs to use but still provide the strength to clean the systems to NFPA 96 and IKECA C-10 standards.

I am happy to say that Uncle Oscar’s has passed the test! I have finally found a product that provides the performance and safety with a reasonable cost/benefit analysis. It is always tough to integrate such a major change in the field but my team has now embraced the product and its benefits. How can someone argue against a product that is safer for them to use and still performs effectively and efficiently?

Uncle Oscar’s is also better for the customers, the environment and municipal wastewater facilities. I look forward to using your product in the years ahead and happily endorse your product.

Regards,

Anthony E. Stavros
President

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If you have been in the fire suppression business more than a few years most likely you have already experienced an unwanted discharge of a system. If you haven’t experienced one yet, you will. It’s only a matter of time. Unwanted discharges are those that occur without explanation, without an obvious fire present or for some other unknown reason. But the truth be told, most unwanted discharges can be avoided; and when they do occur, the culprit can many times be traced back to the installation or the maintenance of the fire suppression system. Somewhere along the line someone took a short cut and now is paying the price.

Today’s subject is LOAD FACTOR. Every fusible link has a load factor assigned to it. This load factor is an essential requirement in the link design and is critical in assuring the proper operation of the fusible link. The load factor window identifies the load (tension) that MUST be applied to the fusible link in order for the fusible link to fuse (operate) within the design temperature. Not applying the minimum load factor or applying too much load factor to a fusible link will produce unwanted results and may cause the fusible link to respond too early, too late, or not at all. (https://youtu.be/WewCty-DXhc).

As part of the Underwriter’s Laboratories performance testing, the load factor is part of the overall listing of a fusible link. Failure to apply the correct load factor to a fusible link violates the UL Listing. All fire suppression system manufacturers also use this load factor in design of their operating controls, thereby requiring this load factor as a part of their UL performance testing and eventual approvals. If you do not apply the correct load factor on the fusible link you are not using the product as per its UL Listed & tested criteria. It is unknown what your results will be should it ever be called upon at the time of a fire or catastrophic event. Too little load factor being applied will cause the fusible link to fuse at a much HIGHER temperature than referenced on the link. Too much load factor being applied to the fusible link will cause the fusible link to fuse at a much LOWER temperature than referenced on the link. Exactly what these temperatures are is unknown because using the link in this way has never been tested; but you can be assured the
end results, should the fusible link be called upon, will be quite different than your expectation. In fact, YOU MAY EVEN EXPERIENCE AN UNWANTED DISCHARGE.

Many times we hear from companies or technicians who have performed service on fire suppression systems that shortly after this service an unwanted system discharge occurs. Troubleshooting the discharge seems a mystery and they are unclear as to why the discharge occurred. There was no visible evidence of a fire! Many think the fusible link may have broken prematurely, but after 40 years in this business I can tell you almost certainly the fusible link DID NOT break or fall apart. It just doesn't happen that way.

The fact is the root cause of the unwanted discharge may be a violation of the load factor. Each mechanical control head of a fire suppression system when set up properly applies a load to its detection line cable. Each is quite different but necessary. It is assumed this load being applied by the control head is within the design criteria load factor of the fusible link being used. QUESTION: Did you ever check it? In the case of a new system installation with new equipment there is always an assumption that the load factor is within tolerance; but, after several operations of the control head during setup, installation and semi-annual maintenance, as well as years of service, the load being applied may have changed.

Did you know that link manufacturers recommend you check and validate the load factor being applied to the fusible link about every two years? This is nowhere to be found in the fire code or even discussed in the manufacturer’s manual; however, since the load factor is a critical requirement to assure the performance of the fusible link, measuring this load factor during an installation’s life cycle just makes good safety sense.

Many system control heads use a spring and ratchet assembly to apply the required load factor. As you exercise the spring it gradually becomes weaker over time. Most service technicians compensate by increasing the tension. They will apply increasingly more turns on the ratchet assembly in the control head creating greater stress on the fusible link and placing it in a position that is outside the required load factor window.

Having done that, should the fusible link ever be called upon, what will be the result?????? It’s unpredictable!

We all learned during UL300 re-qualification testing of fire suppression systems it was important to detect the fire early in order to have successful extinguishment. Load factor requirements play an important part in achieving that goal. I cannot stress enough the importance of not skipping the step of validating the load factor or re-validating it after installation and during service and maintenance. Ignoring it may cause or contribute to undesirable results.

Applying the proper load factor to the fusible link via the detection line, along with proper placement of the fusible link above each protected appliance, and in the plenum area in the exhaust stream allows you to fine tune your system and chose the best temperature rating fusible link for the application. This link temperature rating is identified during your temperature study. WHAT? You didn’t perform a temperature study? The truth be told the industry uses way too many 450ºF & 500ºF degree fusible links in places where lower temperature fusible links should be installed. By doing this, the system is not fine tuned to its maximum “fire detection capabilities” & optimal operating condition.

For additional info visit www.globetechnologies.com.

About Michael Laderoute:

• Currently President, Globe Technologies Corporation
• 49 years’ experience in Fire Protection
  o First 20 years as a Fire Equipment Dealer
  o Proceeding 29 years representing various Manufacturers
• Past Technical Committee Member: NFPA 1, 10, 17, 17A, 96, 101, 505 & 5000
• Past Member UL STP Committee: 605 (Portables), 300 (Systems), 407 (Standpipe)
• Past Member ICC/NAFED PES Exam Certification Committee
• Served 9 years as FEMA’s Code Consultant
• Past Member IKECA I-10 & C10 ANSI Documents
• Inventor /Patent Holder on wet chemical discharge nozzle
More than Cleaners

Lee and Geraldine Holden, owners of The Steam Guy in Thunder Bay, Ontario, Canada.

We certify commercial kitchen exhaust systems so the systems pass NFPA 96 inspection, which is conducted by an AHJ, and allows the commercial kitchen to conduct one more year of cooking. Our main activity as kitchen exhaust cleaners is to clean and recertify commercial kitchen exhaust systems; and, ensure compliance with NFPA 96. In our opinion, there is only one way to accomplish cleaning and recertification: to certify our crew/staff with IKECA and retain company membership in good standing. IKECA is the only organization that offers a certification process that demands continuing education while successfully accomplishing peer accountability. IKECA does so within industry standards and through use of regulations we all subscribe to, including a 'code of conduct' guiding all its members.

So, what else has to be said? Our small company has been challenged to the core, as shared in a previous article (fall 2016) to the degree that we seriously considered walking away from IKECA. We almost gave up on our business. We said, "No more!" But when we reached out to other IKECA members, we discovered we were not alone! We were experiencing a journey like many others. Strangely, we were encouraged. IKECA listened. Our clients listened. Our staff listened! And our inner voice became one of encouragement and not defeat.

As the weeks and months have continued, we've come to a new decision – a refreshed resolution of the importance of IKECA membership and the importance of IKECA certification. Certification of all our staff members starts with the PECT designation. Having a good understanding of NFPA 96 and cleaning to a higher standard takes on a whole new meaning. As a company, we are walking together toward new self-awareness. Value is brought to our day, our work, and our word -- not without struggles, of course. The value became more as the hurts and disappointments became less. We have many people to thank for not giving up on us. Thank you for your encouragement, your insight and your advice. We now stand stronger.

Moving forward, the approaching season finds us offering creative ways to help our clients with their antiquated exhaust systems. When the obvious choice is to replace the fan system with a new one, we seek solutions that are cost effective. Modifications are possible when a trained eye can determine where the older system has lost efficiency. At the original time of installation the serviceability of some exhaust fans were given little consideration. Detailed attention was reserved for areas enjoyed by the public eye. Architects and engineers who design systems without awareness of NFPA 96 standards expect mechanical guys to fill in the gap and ‘make it work.’

Many work in ignorance and do their best. People don't know what they don't know!

One of the most important factors that determines the life span or operation of any HVAC system is the buildup of residues and contaminants. This is especially true for restaurant exhaust systems. The importance of long term serviceability of components needs to be regarded with higher priority by a system design team. The duct design and commissioning is very critical as it affects all the expectations placed on that system to deliver. Such expectations include:

- Exhausting of cooking fumes to the outside
- Capturing airborne grease and contaminants
- Fire suppression
- Ease of weekly – if not daily – maintenance of filters
- Minimal use of ninety degree turns where access is limited
- Shorter duct runs for deficiency of cleaning and maintenance
- Installation of hinge kits so fans can be tilted to hold their own weight and cleaning the underneath side of the fan blades is possible
- Cleaning down the vertical duct from the roof down with total, wide-open access is crucial
- Grease containment systems to protect the life of the roof membrane
- Makeup air switches in vertical ducts need special care as they need to be sealed before cleaning. Without the proper installation offering ease of access it becomes nearly impossible for the cleaner not to trigger it.

Everyone has his/her own list of what hinders him/her from completing a job well done. These little details are forgotten in the equation of installing many systems, which become bigger issues as time wears on. Failing to realize that contamination is the biggest enemy of an HVAC system has many building officials ignoring the ongoing need for easy and safe access to the inside of the duct and fan. That part of the system between the kitchen hood and the roof needs the eyes of a cleaner at least once a year up to four times a year - every year the kitchen pumps out its menu. Being consulted before the system design is approved should be part of a natural process.

We suggest that where KEC cleaners understand they are certifiers and improvers of critical use kitchen exhaust systems, their profile would gain tremendous value in their marketplace. Further education of KEC technicians in the mechanical ventilation and air duct field would be a tremendous asset to the servicing of clients and their kitchen exhaust system (and perhaps earn them IKECA certificate CEUs). We need to be seen as professionals who solve exhaust problems by first understanding the importance of proper access to the systems. The cleaning portion of our work can become a drawn-out process, particularly when we identify what must be done before proper and thorough cleaning commences. Citing deficiencies and inaccessible areas helps the client understand the importance of the investment he needs to make for the long-term viability of his business. When local
Standards Matter
By Brian Smith, PhD

This is my eighth year as an IKECA member and my first as a board member. My passion for IKECA is rooted in my belief that standards mean something. When we become a member of an organization that utilizes standards as a part of its foundation, we ascribe ourselves to a higher calling.

For many, belonging to any organization such as IKECA is purely a financial decision. It can be said that the amount of money spent to be a participating member is similar to what one may spend on advertising annually. But using the blue badge on your website or your marketing and operational documents is the proverbial cherry on the sundae.

The real power of IKECA is realized when our members embrace and use the foundation for building their organization: our standards. Our standards as an international association are redefining the KEC industry. The conversations being had by our consumers are changing – slowly—but, they are changing. For example, more and more we are hearing that end users and their paid managers want to discuss the regulations that may affect them and the standards that are driving those regulations. These discussions are causing the consumer to expect better cleaning; and, most of the time, agreeing to pay a higher fee for the service.

We are also hearing that both KEC providers and end users have more discussions about overall solutions, rather than just band-aids. For a long time, there was a sense that patching leaks and using adhoc access and hinging solutions would get us by. Now, there are more discussions about the long-term effect of these short-term solutions and the damage they may have both immediately and residually.

We are also seeing KEC providers be more receptive to discussions about possible solutions they use in remediation of the issues they face. The KEC world and IKECA has embraced an inclusive environment where competitors commingle and can discuss the issues they face that are all resolved by standards to which they all have agreed to adhere. This is also seen within the vendors supporting the KEC community, in that the same standards driving solidarity at the operations level are also bringing together vendors in support of the KEC community, all while addressing the issues with the same standards.

Knowing that IKECA has been able to bring together this diverse yet single minded group should be a catalyst for us to expand our goals and think about how our roles have been defined as KEC professionals by the very standards about which we agree. This also applies to the vendors supporting KEC, because without consistent external support, the fabric of IKECA and its members could slip back to band-aides and short cuts to alleviate the challenges faced each day by KEC providers.

The next phase for the KEC community is to refine the solutions-based selling and application of the standards. By embracing the standards and using them to create educational, public relations and marketing messages for us all, we can fully embrace Solution Base Selling and the standards that affect us and our customers. Using our standards to emphasize the correct cleaning and remediation of issues that face the KEC community in a broad, united voice will reinforce the standards and elevate our community beyond “grease cleaners” in to the world where we belong: life and property safety professionals.

More than Cleaners (continued)

AHJs are informed about peculiarities of an exhaust system, they know what to look for during their inspection, ensuring improvements are absolutely necessary and for the benefit of everyone – especially the KEC cleaner.

About the Authors
Lee has many designations and certifications which are highlighted at www.thesteamguy.com. Geraldine’s background is in marketing and sales promotion. Her public resume is highlighted on her LinkedIn profile.
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For more than seven decades, Koorsen Fire & Security has been dedicated to making businesses and homes – and the dreams that built them – safer. Founders Mr. and Mrs. Robert Stroup brought the company into being as Indiana Fire Prevention and Service Company, a servicer of fire extinguishers. It was a family operation from the start with husband and wife working out of their garage to refill fire extinguishers. The company changed hands in 1954, when the Stroup’s daughter and son-in-law, Jane and George Koorsen, took over and continued the tradition of diligence in all facets of the business, keeping up the reputation for service and honesty. Incidentally, it was during this period that those recognizable yellow trucks made their first appearance in 1963.

George and Jane’s son Randy Koorsen grew up in the business, helping however he could until 1970 when he officially began working for the company while attending college. Randy became president in 1984 and renamed the company Koorsen Protection Services, Inc. Randy’s leadership brought tremendous growth to the company, expanding it into five states within the Midwest and Southeast while increasing the scope of service by acquiring security operations and adding fire products, sprinkler systems, and engineered fire suppression systems.

In 2004, the company became Koorsen Fire & Security to better reflect its wider focus. Koorsen now has 25+ locations and is a recognized leader in loss prevention. It has grown from that garage business to become one of the top five largest fire and security companies in the country, and it’s one of the only companies in the industry to provide clients of all sizes with total protection from one source. Throughout the growth and change, Koorsen has stayed focused on reliability. Its employees maintain the highest levels of certifications so that they never fall short of providing customers with the right answers for their operations.

In addition to a passion for protecting businesses and residences from loss and harm, over the years Randy Koorsen has also developed a passion for the history of fire protection. His interest in fire history dates back to his younger days when he would spend time around the family business as a child. After his father stumbled across a vintage fire extinguisher one day, Randy and his father decided to continue collecting fire memorabilia, and it quickly became more than just a hobby for Randy.

As Koorsen Fire & Security continued to be successful, Randy continued to acquire new fire memorabilia. Randy’s collection grew to be so large that he decided to put his collection on display at Koorsen Fire & Security’s corporate headquarters in Indianapolis, Indiana. Today, his personal collection features hundreds of pieces that represent the history of fire protection. His collection is on display in the Koorsen Fire Museum in Indianapolis, which is also attached to Koorsen’s state-of-the-art Koorsen Training Center. Randy Koorsen has been collecting equipment, advertising, and other pieces of fire-protection history for decades – from around the country. And now, he has opened his collection to the public.

As you step into the Koorsen Fire Museum, you’ll step back into a time when fires were fought with a brigade of buckets and “salt water grenades.” Take in leather “smoke helmets,” an “Antifyre Pistol,” and an extensive collection of fire extinguishers, including over 500 antique brass fire extinguishers dating back to 1789. If you look closely at the collection of brass extinguishers, you’ll notice that no two extinguishers are exactly alike. Perhaps some of the most impressive pieces on display are the fire apparatus. Some of the beautifully restored apparatus you’ll see are a 1922 American LaFrance pumper, a Phoenix #6 1840 Thayer hand pumper, a 1921 Stutz pumper, a 1908 American LaFrance Metropolitan steamer, and a 1924 Seagrave chemical unit – and these are only a few of the pieces! From hand-drawn, horse-drawn, and motorized, there is something for everyone on display in the Koorsen Fire Museum. These pieces are meticulously cared for and have been restored to their original state. The best part of the collection at the Koorsen Fire Museum is that it is constantly growing because Randy Koorsen is always on the lookout for more equipment, extinguishers, and apparatus to add to this impressive collection.

Koorsen Fire & Security has been around through a lot of the change you see within this collection, and they are delighted to share their knowledge and passion for fire protection. Please join Koorsen Fire & Security for a Night at the Museum on Thursday, October 4, 2018 for an opportunity to tour the Koorsen Fire Museum and enjoy drinks and appetizers. Please email Tonya Hardgrove at Tonya.Hardgrove@koorsen.com for more information.

Tonya Hardgrove has worked passionately in the Fire Protection Industry for over 30 years. She and her late husband, Hans, owned Hardgrove Fire Protection for 18 years, which was acquired by Koorsen Fire & Security in 2016. Tonya is a proud past Board Member of IKECA and is dedicated to educating associates, customers, AHJ’s, and the Insurance Industry regarding codes, best practices and the importance of Kitchen Fire Safety.
Individual Advantages: Find the “i” in Team
By Mary Smith, Junior Associate at IA Business Advisors

When you think of your team, whom do you think of first? Is it your work team? Your family? What about your friends? Sports teams? Neighbors? Would you consider strangers part of your team?

Your team is all of these people. Teams are created when you and others come together for the sake of a specific purpose to achieve a similar goal. In working towards succeeding at this particular goal, you influence one another—sometimes for the best or for the worst. Your individual influence is powerful and can be used for the greater good to help others and to help yourself. The key is finding what your individual influence is.

The human experience that each individual has differs so drastically in comparison to the person standing next to us, let alone the other 7.6-billion other individuals who are having their own human experiences every day. While there may be similarities between each of the experiences we share, even one shared experience can be held differently in the minds of the individuals present. This comes from a combination of who that person is and his/her perception of the world.

Perception can be a tricky thing to tackle due to the fact that for each individual perception is reality. Have you ever heard the phrase “there are three sides to every story”—one for each person there and “the truth”? But who is to say what the truth is when each individual perceives the world in his/her own unique way? The perceptions each of us has are not wrong, they are just our own views of the world.

Keeping this in mind, in order to work cohesively with a team, you need to be able to be your best self so that you can give your best self. For example, if you catch the flu and are working at 40%, you are unable to give your best due to not feeling well. The same goes for your character, attitude, willpower, maturity, communication, and so much more that makes up your individual.

Ensuring that you are your best self so that you can have the best influence on other individuals starts with you!

Individual Advantages: Find the “i” in Team: I was lead on a journey through self-reflection and discovery when I worked with my dad (Dr. Brian Smith) writing this book earlier this year. Shoring up your foundation and identifying your foundation’s cracks are imperative to having a positive influence on others. The understanding of your own individual will allow you to understand others more efficiently and thus allow you to lead a team more effectively.

My dad uses a combination of storytelling and philosophy in hopes of being able to reach and connect with each individual in this world; and, that is his way of using influence. Using storytelling as a means to encourage people to grow and look within is something we don’t see in writing too much these days. This type of learning is provided so that all can benefit from these philosophies. Growing up with a rough past and having to create and find a new path in order to continue to grow a positive influence wasn’t easy for him. His immense empathy for others drove him to write a book so that others would not feel so alone on their journeys.

We each face unique challenges that push us in ways that sometimes we honestly don’t believe we can get through. Sometimes we feel like failures, like we want to quit and start over. But there is only forward. Having the opportunity to learn from someone else’s mistakes allows us to better ourselves in hopes that we will not make the same mistakes, or that if we do we will have an easier solution for them. Learning through my dad’s storytelling gives each reader the opportunity to learn and grow.

Your benefit is to learn and understand where the philosophies come from, but the philosophies are taught to you in a way that you are able to apply them to yourself and your own life. In this book, we lead you on a journey to your deepest inner-self to understand your foundation, your upbringing, and who you are. As the first of three books, this book focuses on you, the individual. For how can you be the best for your team if you are first not the best for yourself?

My dad has built over 50 viable companies on these philosophies, educated thousands of individuals on all seven continents (yes, all seven), and built a family of content and loving people that are secure in themselves. No longer will you struggle to understand why your team isn’t working together as well as they could be. But this starts with you. You must find your “i” in team.
“Hood Stickers” are most times referred to in professional KEC circles as the “Certificate of Performance”; and in certain jurisdictions they may also be referred to as a “Compliance Certificate”.

From a code standpoint, NFPA 96 11.6.13 explains that when an exhaust cleaning service is used, a certificate showing the name of the servicing company, the name of the person performing the work and the date of inspection or cleaning shall be maintained on premises. ANSI/IKECA C-10 11.1 certificate posting explains that when an exhaust is inspected or cleaned, the person performing the inspection or cleaning shall affix a preprinted certificate, label or tag containing service provider name, address and telephone number and the date of inspection or cleaning. IFC 609.3.3.3 explains that records for inspection shall state the individual and company performing the inspection, a description of the inspection and when the inspection took place. Records for cleaning shall be completed after each inspection or cleaning and maintained.

For the individual or company that is not properly trained, qualified or certified, the codes to which I refer are where the influence of the hood sticker and individual and company responsibility seems to stop. It is contained at the hood and no understanding of the documentation that supports the work is provided. The next and most important step every KEC service provider must submit is: after the inspection or cleaning service is completed, the exhaust cleaning company and the person performing the work must provide the owner of the system with a written report of the system service that also specifies areas of the system that were inaccessible or not cleaned. This information is not required on the hood sticker but is a requirement of the service provider.

What can be learned from the hood sticker? In short, the hood sticker notes who performed the work and when it was completed. All the additional information is the documentation that follows and supports the service after the sticker is applied to the hood or presented to the owner or the appropriate facility member. The hood sticker should not be understood or accepted as “I/We cleaned the hood and put a hood sticker on it and that is all I am responsible for.” If the service provider is certified, he/she will usually display the certification identifying mark. This will provide supporting information that the service provider has some form of proper training or qualifications for properly inspecting, cleaning and documenting the service.

It is recommended that a written report be provided that identifies any and all areas that are inaccessible and are not cleaned. As the end user or code official, this is a valuable piece of information. Within the written report you will find if the entire system is accessible, if the entire system is cleaned, or if deficiencies or fire hazards exist. It is also a requirement to remove all the old non-current stickers from the hood and display the current sticker. The hood should never be a place for the company that inspected the hood over the last several years to display their business information on the hood.

Do Not Trust the Sticker!
By Randy Conforti, CECS, CESI
years to continue placing stickers over previous ones; nor should it be the place for the same service provider to stack one sticker upon another. If the hood sticker has “DO NOT REMOVE” printed on it, this does not mean forever! It simply means until the next service cycle, whether it is for inspection or cleaning. The hood sticker does not need to be placed on the hood. It must be on the hood, near the hood or on premises. Depending on the location and design of the hood, the facility may not want to showcase their very expensive well-designed hood and have a sticker displayed to their guests. Municipalities that have permitting or additional requirements will determine what and where stickers will be placed.

It has become common for a hood sticker to be used as a marketing tool, as an advertisement or way of informing the customer about every additional service a company provides other than its ability to clean and document the system properly. A misleading fact about the information provided on hood stickers occurs when the service provider provides a box where areas of the system are cleaned (i.e.: hood, fan and duct). When these boxes are checked, it is assumed that when the cleaning company checked it, it must have been properly cleaned.

The industry uses the term ductwork or “duct” for short. If a hood sticker informs you that the chutes or shoots have been cleaned, it is suggested that you ask to see a picture for verification and ask for a follow up or written report of the inspection/cleaning service. A KEC professional should be able to provide the required code information of the certificate of performance and an area on the hood sticker to see for a follow up report or written report. In addition, a hood sticker may contain the words “cleaned in accordance with NFPA 96 standards.” This service provider should provide you with all the necessary documentation that supports this standard and informs you of the following: any deficiencies that may be present in your system; what the current accessibility to the entire system is; and that the system is in fact properly cleaned and documented appropriately with the supporting information.

There are companies that will state that your system is certified to NFPA 96 standards. This is a false statement. NFPA will not provide a certification that your system supports cleaning to their standards.

Hood stickers may provide all the information about who the service provider is, and all that they offer, but not what the cleaner did within your exhaust system. Don’t rely solely on the sticker as to when the system is due for service. The cooking operation and cooking appliances will determine the inspection frequency. There is a misunderstanding as to what the inspection cycle is for a given establishment. NFPA provides an inspection frequency as to when inspections are to be conducted and if the system is contaminated with grease – and, at that point cleaning shall be performed. It is not a guess or what someone is willing to schedule as a minimum.

As an end user, it is your responsibility to know that your system has been properly inspected, tested, cleaned and maintained. Do not trust a few checked boxes or words on a hood sticker. This applies to code officials as well. If the hood sticker states that the entire system is properly serviced, you must have documentation that supports this. If you trust the sticker, you must trust in the documentation that supports it. As the saying goes, “trust but verify”.
Referral = Rewards

Refer a company to join IKECA, SAVE MONEY on YOUR 2019 membership dues!
Use your peer network of KEC professionals to help grow IKECA! Reach out to your clients, vendors, and kitchen exhaust cleaning companies and tell them about IKECA! Contact the IKECA management team at information@ikeca.org.

HOW IT WORKS

New member must put your name in the “Member Referral” field on the membership application.

For each new member that joins by December 31, 2018 a $100 credit will be applied towards your 2019 membership dues.

Earn up to eight credits ($800 value) towards your 2019 membership dues.

The program is valid for companies who have not been affiliated with IKECA for at least five years; credits will be given for companies who apply and pay for membership.

IKECA Headquarters
100 N. 20th St. Suite 400
Philadelphia, PA 19103
P: (215) 320-3876
F: (215) 564-2175
information@ikeca.org
www.ikeca.org
New Certifications

Congratulations to those who recently achieved their designations and certifications!

**CECS**
Certified Exhaust Cleaning Specialist

- Zachariah Bakke
  Fire Protection Equipment Company
- Genevieve Dillon
  Hoodz Of S. Broward And NE Miami-Dade Counties
- James Epperson
  Halo Restoration Services, LLC
- Sean Flynn
  National Guardian Enterprises, Inc.
- Mark Holden
  The Steam Guy
- Andy Lyons
  The Ginn Group - Fort Knox, KY
- Ron Martin
  MCC Industries, Inc., DBA KMS Air Duct Cleaning
- Christopher O’Brien
  HADPRO
- Aaron Pascale
  Proclean Cleaning Services, Inc., Operations
- Jim Powers
  Besal Services Inc.
- Paul Wardour
  HADPRO
- Adrian Welsh
  AirTek Indoor Air Solutions, Inc.
- Jonathan Wright
  Wright Air Systems

**BCCS**
Boston Certified Cleaning Specialist

- Carlos Chitic
  Boston Hood Cleaning
- Chris Ellsworth
  Advantage Hood Cleaning
- Densil Lurssen
  Boston Hood Cleaning
- Paul Moceri
  Cochrane Ventilation Inc.
- Timothy Nogueira
  Bay State Exhaust Services
- Joe Phachansiri
  Cochrane Ventilation Inc.
- Cody Potter
  Advantage Hood Cleaning
- Jason Sader
  Cochrane Ventilation Inc.
- Xavier Velez
  BMCA, Inc. dba Air Duct Services

**CESI**
Certified Exhaust System Inspector

- Michael Graves
  Air Flow Cleaning, LLC
- Eric Kimberling
  Hood Boss
- Jeremy Remsen
  Besal Services Inc.

**CECT**
Certified Exhaust Cleaning Technician

- Joe Dorsey
  Sanivac Service Inc.
- Edson Franca
  Airways Systems Inc.

**BCSI**
Boston Certified System Inspector

- Toby Grossman
  Bay State Exhaust Services

---

**Save the Date!**

**2019 Annual Membership Meeting**

April 3-6

Las Vegas, NV
Welcome New Members

New Members

Elias Torres, Eshine Cleaning Services, Winnipeg, MB
Trey Posey, CECS, Glide Rite Corporation, Woodland Hills, CA
Genevieve L. Dillon, CECS, Hoodz Of S. Broward And NE Miami-Dade Counties, Coral Springs, FL
Darleene Roberta Glenda Wright, Wright Air Systems, Sudbury, Ontario
Sean Flynn, CECS, National Guardian Enterprises, Inc., Woodside, CA
Raul J. Gonzalez, Chico Fire and Rescue, Chico, CA
Fernando Felix, Chula Vista Fire Department, Chula Vista, CA
Lois S. Plymale, City of Clermont, Clermont, FL
Medi Maldonado, City of El Cajon, El Cajon, CA
Marc Oddo, Charlotte Fire Department, Huntersville, NC
Raul J. Gonzalez, Chico Fire and Rescue, Chico, CA
Emanuel Marinaro, Pizza Time Restaurant, Wappingers Falls, NY

Associate

Sacha Polakoff, North American Kitchen Solutions, Inc, Elyria, OH

Food Service

G.V. Nagavalli, Brooks Facility Management Private Limited, Chennai, India
Greg N Dallyn, Caesars Windsor, Engineering, Windsor, Ontario
Justin Yotter, EMG- A Bureau Veritas Group Company, Owings Mills, MD
Phillip Kimbrough, Emory University, Atlanta, GA
Juan Alvarez, Fairmont Grand Del Mar, San Diego, CA
Rickie DiFolio, Great Northern Mall, North Olmsted, OH
Paul Halacy, Millbury Public Schools, Millbury, MA
Robert Halsted, Pala Casino Spa Resort, Pala, CA
Cesar Bedolla, Pechanga Resort & Casino, Temecula, CA
Emanuele Marinaro, Pizza Time Restaurant, Wappingers Falls, NY
Steve Terry, San Diego Airport Authority, San Diego, CA
Jean Paul Chartrand, UHN, Toronto, Ontario
David McGruder, Yannys Restaurant, Clearwater, FL

International Members

Diego Sarmiento, DULCOSA - Ducto Limpio De Colombia S.A.S, Bogota, Columbia
Benjie M. Bastian, BMB 88 Specialty Services Inc, Iloilo, Philippines

Risk Management

William Doornbus, Motorist Mutual Insurance Company, De Witt, IA
Charles Cordani, Specialty Insurance Agency, Brick, NJ

AHJ

Jason McBroom, Alpine Fire Protection District, Alpine, CA
Michael Nykaza, Broadview Fire Department, Broadview, IL
Jena Garcia, CALFIRE-Office of the State Fire Marshal, Murrieta, CA
Colin Triming, Charlotte Fire Department, Charlotte, NC
James Meyers, Charlotte Fire Department, Charlotte, NC
Adam Cloninger, Charlotte Fire Department, Charlotte, NC
Karrie Heller, Charlotte Fire Department, Charlotte, NC
Marc Oddo, Charlotte Fire Department, Huntersville, NC
Jeffrey D. Bostian, Charlotte Fire Department, Charlotte, NC
Kevin Starnes, Charlotte Fire Department, Charlotte, NC
David William Cobb, Charlotte Fire Department, Charlotte, NC
James B. Thompson, Charlotte Fire Department, Charlotte, NC
Garret Conrad Harrold, Charlotte Fire Department, Charlotte, NC
Raul J. Gonzalez, Chico Fire and Rescue, Chico, CA
Fernando Felix, Chula Vista Fire Department, Chula Vista, CA
Lois S. Plymale, City of Clermont, Clermont, FL
Medi Maldonado, City of El Cajon, El Cajon, CA
Rick Beaver, City of El Cajon, El Cajon, CA
Andy R. Loperena, City of Poway Fire Department, Poway, CA
Jeffrey Tresness, City of Tacoma Fire Department, Tacoma, WA
Johnny Chung-Hin Young, Contra Costa County Fire District, Concord, CA
Jesse Nelson, DPW, Engineer Div. Fort Campbell, Fort Campbell, KY
Nate Mutzli, Estes Valley Fire Protection District, Estes Park, CO
Bradley White, Golder Ranch Fire District, Tucson, AZ
Joe D. Seemiller, Kittitas Valley Fire and Rescue, Ellensburg, WA
Jacob Lindquist, Minnesota State Fire Marshal Division, Saint Paul, MN
Michael Atkins, Norfolk County Fire Department, Simcoe, ON
Jerry Cifranic, North Olmsted Fire Department, North Olmsted, OH
Mark Weston, North Olmsted Fire Department, North Olmsted, OH
Matthew E. Bernard, Office of Statewide Health Planning and Development, Los Angeles, CA
Thomas Miller, Old Bridge Twp. Fire District #2, Matawan, NJ
Jason King, Pala Fire Department, Pala, CA
Patti Daul, Pechanga Fire Dept, Temecula, CA
Nicole Berry, Rancho Santa Fe Fire Protection District, Rancho Santa Fe, CA
Conor Minoru Lenehan, Rancho Santa Fe Fire Protection District, Rancho Santa Fe, CA
Christopher Wayne Collins, Saint Albans Fire Department, Saint Albans, WV
Jorge Self, San Diego County Fire Authority, San Diego, CA
Kimberly Page, San Diego County Fire Authority, San Diego, CA
Jeremy Davis, San Diego County Fire Authority, San Diego, CA
Tina Leal Rose, San Diego County Fire Authority, San Diego, CA
John Wagner, Sioux Falls Fire Rescue, Sioux Falls, SD
Brittany Brown, Texas State Fire Marshal Office, Farwell, TX
George Nalivyko, Town of Irondequoit, Rochester, NY
Brad Patfield, Trent Hills Fire Department, Campbellford, Ontario
Johnny Mack Fulmer, Tuscaloosa Fire & Rescue Service, Tuscaloosa, AL
Christopher Osterman, West Florence Fire Department, Florence, SC

PLEASE NOTE: If you rely on attending IKECA meetings or conferences to obtain the required CEUs, attendance is tracked, and certificates of attendance issued based on actual attendance.

CERTIFICATION MAINTENANCE
CONTINUING EDUCATION REQUIREMENTS

<table>
<thead>
<tr>
<th>Activity</th>
<th>CEUs/Hours</th>
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</thead>
<tbody>
<tr>
<td>Attendance at the IKECA Annual Meeting or Fall Technical Seminar</td>
<td>Up to 2.0</td>
</tr>
<tr>
<td>Presenting at the IKECA Annual Meeting, Fall Technical Seminar OR other</td>
<td>0.5 CEUs</td>
</tr>
<tr>
<td>industry-related events</td>
<td></td>
</tr>
<tr>
<td>Submission of a technical article for The IKECA Journal</td>
<td>0.3 CEUs</td>
</tr>
<tr>
<td>Attendance at an industry-related conference, meeting or seminar *</td>
<td>Up to 1.0</td>
</tr>
<tr>
<td>Presenting to local AHJs within your jurisdiction</td>
<td>0.5 CEUs</td>
</tr>
</tbody>
</table>

*Acceptable organizations include: NADCA, ASHRAE, NAFA, NFPA, NAFED, RFMA, NASFM. For all others, please contact IKECA to confirm eligibility.

**Must be taught by 3rd party instructor or certified to train the subject matter. (Qualifying topics include but are not limited to: ladder safety, PPE, fall protection, hood/system service, near miss reporting, defensive driving, etc.) Before pursuing a course, contact IKECA to ensure the course qualifies.

CECT = 10 hours (1.0 CEUs) every 24 months
CECS = 20 hours (2.0 CEUs) every 12 months
CESI = 40 hours (4.0 CEUs) every 24 months

Proof of Appropriate number of CEUs completed must accompany your IKECA Certification Renewal. Payment of the renewal fee alone is not sufficient to renew your application.
Submit an Article for the IKECA Journal
Contribute to the conversation in the commercial kitchen exhaust cleaning industry – write an article for the next issue of the IKECA Journal. Articles should be on current subjects of interest to those in cleaning and inspection, including contractors, fire authorities, insurance providers, facility managers and owner/operators.

* Your perspective on today’s industry topics
* Share your story with an innovation or new device or procedure
* Your personal experience that offers lessons learned
* Best practices on maintenance or repair
* Frequently asked questions that you want to answer
* Personnel or staffing tips that you’ve learned

Details
• View IKECA’s full Article Submission Guidelines for all details.
• Email complete articles to information@ikeca.org
• Articles should be between 750 and 2,000 words (between 1 ½ to 4 typed pages)
• Charts, tables and photos are welcome, subject to editorial approval
• Include a short biography of the author (50 words)
• Articles must be educational and informative in nature, and must not be advertisements for specific good or services. All are subject to review, approval and editing before publication.

Share your Ideas
Not sure about writing an article? Our professional staff will help you “polish” your article. Don’t let the thought that “I’m not a writer” stop you from sharing your ideas or perspective.

Need more incentive?
Earn CEUs!

Need continuing education credits to maintain your certification?
Earn 0.3 CEU for submitting an article for publication in the IKECA Journal.

Questions? Call IKECA at 215-320-3876 or email information@ikeca.org.
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