

Inside THE Diamond

Amerex

FALL 2021



Since 1971

Fifty Years

A Letter from Harrison Bishop



HARRISON BISHOP
PRESIDENT

Amerex is 50 years old! A milestone anniversary year provides an opportunity to pause for reflection on what we all have achieved together. Looking back, the facility improvements, technological advancements and product introductions that Amerex has initiated these past 50 years have been catalysts for growth at our company and for the industry. Looking forward, we must challenge ourselves to ask: What does the future look like for Amerex and for our industry?

You'll find many answers to this question within the pages of this issue of Inside the Diamond. It begins

with a feature of the NAFED 2021 Conference & Expo in Las Vegas. Industry leaders gathered for the first time in more than a year with bold expectations and excitement. As great as it was to talk with you about your challenges, ideas and opportunities, it was even better to simply catch up on what was going on in your lives. Our team returned from this show energized about the important work of fire protection and discussing ways to better serve you.

In fact, connecting with you is at the heart of what we do. We know from our conversations at NAFED and elsewhere that your businesses are doing some very interesting things. We could fill hundreds of newsletter pages with your success stories. This issue highlights just a few of them.

On page 10, Standard Tools shares their perspective on the spray booth industry and how they're serving and growing this niche market with the help of Amerex industrial fire suppression systems. Amerex KP systems have captured a large market share in Vermont thanks to D & M Fire and Safety Equipment, which has made Amerex their kitchen fire suppression partner of choice (page 17). The global reach of Amerex products has never been stronger with customers such as CEL Fire in Puerto Rico (page 9), a distributor that has recently undertaken some extensive work in the country's public schools. The world's mining industry has seen substantial long-term growth. That's particularly true in central Asia,

where Cosmic Rays Engineering and Supply, based in Mongolia, has chosen Amerex vehicle systems for their rapidly developing mining business (page 14).

Within the walls of Amerex, the product development team is keeping an eye on the future with products and ideas that support an ever-changing marketplace (page 4). The Halotron BrX extinguisher, designed for commercial aviation (page 15), and some advancements to our KP systems (page 16) are just a sample of the innovations that they have launched recently. They are also committed to working with our production teams to maintain our high quality standards and navigate the challenging supply chain landscape we have experienced due to COVID-19.

Those of you who joined us for Flash Forward 21 in April likely heard Alan Stein Jr.'s remark that uncertainty is nothing new. That is, even before COVID, the future has never been certain. What you can be certain of is that Amerex's commitment to quality, to innovation and to you will never waver.

INDUSTRY NEWS



U.S. REP MIKE ROGERS RECEIVES FEMA AWARD AT AMEREX HQ

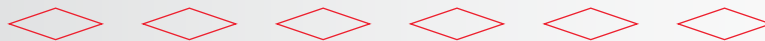
United States Congressman Mike Rogers of Alabama's Third District visited Amerex's Trussville, Alabama, headquarters in June to receive the 2021 Life Safety Advocate Award from the Fire Equipment Manufacturers' Association (FEMA).

The annual award is given to a fire safety professional who has demonstrated a commitment to enhancing the safety of the public through innovative efforts, including legislative, educational, enforcement or other means. The award was presented by FEMA President and Amerex Product Manager Guy Jones.

Rep. Rogers, a sixth-generation East Alabamian and the son of a firefighter, has been a vocal advocate for

fire safety policies at the federal level. "As the Ranking Member of the Armed Services Committee, Rep. Rogers has worked tirelessly to ensure fire extinguishers remain part of the life safety strategy on Department of Defense installations," said Guy. "FEMA appreciates Rep. Rogers' efforts, and we congratulate him on this award."

Amerex was honored to help FEMA recognize a distinguished Alabamian dedicated to saving lives and protecting property through the advancement of fire safety. Members from the Amerex and McWane leadership teams met with Rep. Rogers and gave him a tour of our production facility following the award presentation.



HELLO AGAIN, NAFED

The Amerex team was pleased to return to NAFED's 2021 Conference & Expo events in Las Vegas and Atlantic City, New Jersey, in June. The conferences' theme, "Resilience, Efficiency, Expertise – Everything You Need to Navigate the New Normal – And Beyond," struck a tone with attendees. Amerex's breakout session suited the theme, with Jamie Knowles, Sales Manager – Restaurant and Industrial Systems, sharing insights on food truck fire suppression system installations and regulations.





ENGINEERING INNOVATION

INSIDE PRODUCT DEVELOPMENT

When we ask our customers why they choose Amerex, quality, service and innovation are invariably part of their answers. Maintaining high standards of quality while remaining innovative poses a challenge. However, Amerex meets that challenge through the work of our product development and engineering team, led by Product Development Manager Kendall Pate.

Amerex's engineers are charged with ensuring all our products meet rigorous standards of quality and adhere to third-party testing and verification requirements while innovating with new and existing products. It's a wide-ranging mandate that Kendall and his team manage with a wide-ranging set of skills and expertise.

“We have a diverse team in terms of experience and education,” Kendall said. “We have mechanical engineers, dedicated drafting professionals and a chemical engineer on our staff. We have an engineer who’s been here for more than 28 years, and we have engineers who started in January 2021. They are a very creative group, and we gather in a new collaboration space for our engineering team that we call the ‘War Room’ to share ideas and find synergy and efficiencies between projects,” he added.

The range of experience on the engineering team lends itself well to the team's work. "We have really smart people on staff," Kendall noted. "Our less seasoned team members might see problems with fresh eyes and bring new creativity, and our



more seasoned folks provide them with great guidance so they can get up to speed quickly. Having a close, collaborative environment allows us to bring shared knowledge to more of our products. For example, we are working on a new restaurant agent cylinder that needs some corrosion-resistance capabilities. At the same time, we are working on a military solution that'll also need some corrosion resistance. Different engineers are working on those projects, but we are able to bring them together and find efficiencies through aspects of their work that translate across the projects," Kendall said.

"WE HAVE TO BE QUICK ON OUR FEET IN FINDING ALTERNATIVE OPTIONS TO MEET THE SAME QUALITY STANDARDS."

In addition to the team's internal teamwork, Amerex's engineers work closely with our quality assurance team, product managers and

sales team to identify needs and opportunities and to create solutions that enhance life safety and maintain Amerex's edge over the competition.

"Our team supports production in many ways with supply chain-related issues from changes to the input products that come in the door, so we work closely with our quality assurance team to make sure we are compliant with the needs we have in this industry," Kendall observed. "COVID-19 created a lot of supply chain issues, and there are times when supply chain issues can become very challenging, so we have to be quick on our feet in finding alternative options to meet the same quality standards we have for the market, even if an input way upstream from Amerex has been changed. We are always evaluating alternatives to maintain and support the supply chain," said Kendall.

The Amerex engineering team has also helped bring numerous products to the market in recent



years, including developing the dry powder paint process and zinc-based primer that paved the way for the corrosion-resistant Z-Series line of high-performance portables, the new ACT and AVT clean agents for vehicle systems, the Halotron BrX commercial aviation extinguisher and the STRIKE Electronic Control System for the KP kitchen fire suppression system.

“We developed the Z-Series extinguisher and the zinc-based primer and painting process to provide a more timely solution than galvanized units,” Kendall said. “Galvanizing is a time-consuming and work-intensive process that puts us somewhat at the mercy of the third-party galvanizers, so the zinc-based product allows us to give

customers a quicker turnaround. We conducted some very rigorous corrosion resistance tests, including one conducted with a UL observer in a lab in Sweden to verify the 12 years of corrosion resistance. The zinc acts as a sacrificial material, so to speak, so that corrosion attacks the zinc rather than the metal of the cylinder,” said Kendall.

“We also developed the ACT and AVT agents for vehicle systems,” Kendall continued. “We tested them to the international transit bus standard UNECE R107 fire safety protocol and went through hundreds of tests with multiple products, including our ABC dry chemical, to get them compliant to that standard and offer a portfolio of agents that are compliant and right for different

applications depending on the vehicles. The ACT and AVT products are used as a clean agent technology for electrical compartments and sensitive electronics areas, and the ABC dry chemical could be used on a traditional engine type application.”

“THE MARKET IS ALWAYS CHANGING, ESPECIALLY IN ENERGY, AND WE HAVE TO BE PREPARED FOR THAT, BOTH WITH ENERGY PRODUCTION AND ELECTRICALLY POWERED VEHICLES”

Kendall and his team are also completing the final steps to bring new innovations to market, including early-warning fire detection from off-gassing of electric vehicle batteries



and upgrades to our kitchen fire suppression systems to allow for more efficient installation and to introduce a new, highly cost-efficient kitchen systems agent cylinder.

Amerex's areas of focus for new product innovations are determined collaboratively. "We have brainstorming sessions and heavily involve our sales and marketing teams in evaluating opportunities. Those ideas are often generated

from customer needs. The market is always changing, especially in energy, and we have to be prepared for that, both with energy production and electrically powered vehicles," said Kendall. "We are working on early warning technology for electric vehicles so we can monitor for volatile organic compounds and give the vehicle operator enough time to egress passengers quickly and get the vehicle to a safe place before a thermal event. This technology is

much faster than the alternatives that have been introduced prior, so it gives the vehicle operator the most time possible to get everyone to safety," Kendall added.

Thanks to Kendall and his team, Amerex is always innovating to engineer the future of fire suppression. That's how we keep quality behind the diamond. 

MEET THE TEAM!

David Hayes enjoys spending time with his family, reading and woodworking.

Kyle Clemons likes fishing, making fishing lures, mountain biking, running and tennis.

Troy Phillips likes spending time with his son, karaoke, Star Wars and Marvel movies.

Brandon Smith created products for NASA that are on the International Space Station in his prior career. He is a coffee enthusiast who owns a coffee roaster.

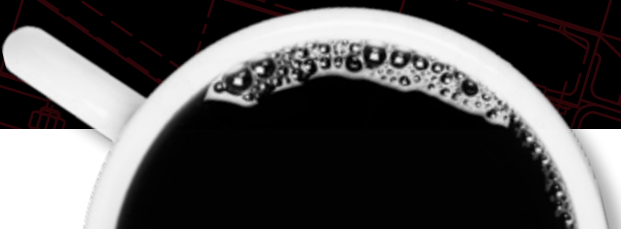
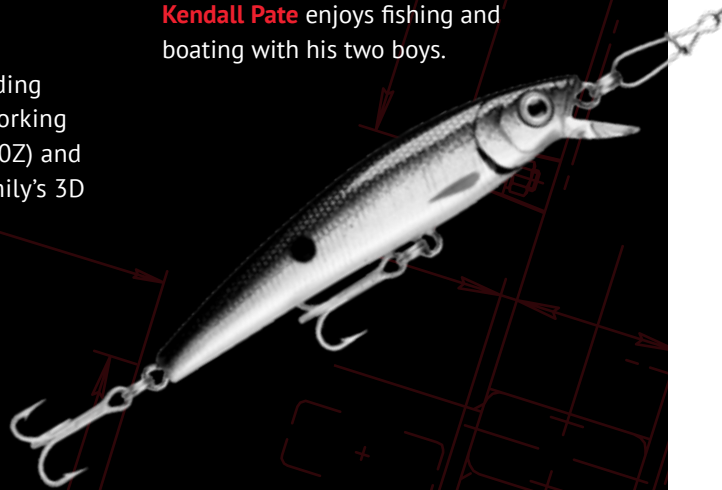
Kenny Wilson is a 3D modeling guru who also enjoys wake surfing.

Nolan Hoffman loves to bow hunt and ride dirt bikes. He is also a shadetree mechanic.

Montez Young enjoys spending time with his three boys, working on his project car (1970 240Z) and experimenting with his family's 3D printer at home.

Chase Arrington plays in a band, likes cooking and is teaching his son how to box. He previously worked in the automotive industry.

Kendall Pate enjoys fishing and boating with his two boys.



AMEREX 2021

EVENTS CALENDAR

Event Description	Location	Dates
KP, Strike, IS Training Class	Online	Sept 28 & 29
AUSA	Washington, D.C.	Oct. 11-13
KP, Strike, IS Training Class	Online	Oct. 12 & 13
PAFED	Hershey, PA	Oct. 20-21
HOST	Milan, Italy	Oct. 22-26
VS	Online	Oct. 19
APTA	Orlando, FL	Nov. 7-10



DISTRIBUTOR SPOTLIGHT: CEL FIRE

Say hello to Amerex distributor CEL Fire of beautiful Puerto Rico! Founded in 1968, CEL Fire is headquartered in Bayamon, Puerto Rico, and has a second office in San Juan in the works. CEL Fire President Carlos Flores-Labault was kind enough to share some of his company's journey as an Amerex distributor.

Carlos' grandfather and uncle started CEL Fire, so Carlos grew up in the fire protection industry. His grandfather, Carlos Labault I, was the first Amerex distributor in Puerto Rico. In 2004, at age 22, Carlos acquired part of the family business, and he immediately sought to expand. "I opened a new store and brought in other lines of business that were new to us, like fire suppression systems and fire alarms."

The company now boasts approximately 30 employees and has distributed Amerex products since the

beginning. "We choose to distribute Amerex for its quality, the continued innovation, great customer service and, of course, family history with the brand. Amerex sets itself apart with excellent educational programs and its accessible and knowledgeable staff."

CEL Fire serves all industries in Puerto Rico and the Caribbean, with an emphasis on government facilities. Notably, Carlos and his team have recently undertaken extensive work in Puerto Rico's public schools. "Over the past two years, the Puerto Rican school system has been modernizing its kitchens and making sure they comply with local fire codes," Carlos explained. "We have installed about 200 KP systems and have plans to install 100 more. We've enjoyed this project in particular, knowing that we're providing the best product to protect the children of our island," he said.

It's no wonder that Carlos names our fire suppression systems as his favorite Amerex product! "Its quality easily stands strong next to other brands," he said. For Carlos, fire protection runs in the family, but it's also a calling. "My favorite part of the job is to serve my clients with the best solutions. My grandfather knew the quality of Amerex products and knew that its service was an asset for our business. The vision for CEL Fire now is to grow as an important distributor for the Caribbean. Our goal is to make a solid base for this business to continue for future generations."

Learn more about CEL Fire's work in Puerto Rico at CELFirePR.com.



BREATHE EASY

WITH STANDARD TOOLS AND EQUIPMENT CO.

SPRAY BOOTHS, SAFETY AND AMEREX INDUSTRIAL SYSTEMS

In the automotive repair industry, spray booths help maintain a controlled working environment so operators can complete jobs quickly and safely. But spray booths are important for more than just auto body shops – they're used by NASCAR teams, woodworking shops, the military and other government entities, educational institutions, theme parks and dozens of other industrial applications. A spray booth is a special enclosure that houses spray equipment and helps isolate and contain expelled vapors from the spray application process, whether from -paint or other solvents.

Spray booths keep spray operators and the environment safe from potentially harmful overspray. With an Amerex industrial fire suppression system, a spray booth can also save the business that holds it, along with the lives and property contained therein, in the event of a fire.

Based in Greensboro, North Carolina, Standard Tools and Equipment Co. has become one of the nation's largest providers of paint spray booths since entering the market in 1997.

To learn more about this important market and about one of Amerex's key partners in protecting spray booths with industrial fire suppression systems (I.S.), we spoke with Kat Mendenhall, CEO of Standard Tools and Equipment Co.

"Our niche is that we always provide a quality booth at an affordable price," said Kat. "We've always been able to ship nationwide, and I think that availability combined with affordability has made us more popular. We started regionally, but we were one of the first manufacturers to sell directly online to anyone in the world, with an e-commerce site going back in the '90s. We have always been available directly to our customers," Kat added.

Amerex and Standard Tools both make products that are crucial to life safety. "The booth offers airflow to get rid of overspray. The fumes and chemicals inside can be very toxic, so the booth is, essentially, just outside air coming into the booth and the booth's air going out in a controlled way, carrying the fumes and overspray, and taking away the flammable elements in the air," said Kat. The removal of overspray is crucial to removing volatile or toxic fumes so they're not present to be inhaled by operators or circulated and inhaled by other people working in the same facility.

Spray booths are necessary for a multitude of applications. "People might not realize that anything that

has a coating on it has to be sprayed in a booth, so most of our booths are actually sold for industries outside of automotive," Kat noted. "We've sold our booths to companies as diverse as a violin manufacturer that coats the instruments with resin to a major manufacturer of coolers, to theme parks for prop and décor refinishing, to agricultural implements, to the giant blades for windmills, boats, almost anything," she said.

"IF YOU USE A BOOTH WITH FIRE SUPPRESSION, THAT ADDS AN ADDITIONAL LAYER OF SAFETY."

A good fire suppression system is crucial to a safe spray booth operation, as the frequent occurrence of boothless auto body shop fires attests. "If you Google 'auto body shop fire,' there are unfortunately many instances when fires break out because they're not using a booth," said Kat. "In those cases, things go

up in flames and they can lose the whole business. If you use a booth with fire suppression, that adds an additional layer of safety. We started offering fire suppression systems as a convenience to our customers because they are required in a lot of the cities we sell to, and that's really becoming true nationwide. Code officials are increasingly requiring a fire suppression or sprinkler system, and the fire suppression system is a more affordable but still compliant solution. Our booths are compliant with OSHA and NFPA 33, which requires that booths have a fire suppression system. So, it's important for compliance, but more crucially, it's important for safety and the workers in the booth, who need to be kept safe," Kat said.

When time arrived to select a fire suppression partner for her company's paint spray booths, Amerex was the perfect fit. "The partnership with Amerex has been great," Kat said. "They add value



RIGHT: Painter applies red coating in Standard Tools paint booth.



from their wealth of knowledge of the industry, and our customers have access to experts through our partnership with Amerex. We're able to offer them a great product with great service, and that makes it a really easy process for customers," she continued. "With Amerex's experts, it's like I have a whole other staff to help my customers – but I don't have to pay them!" Kat joked.

The Amerex I.S. is also known in the spray booth world for the Total Flood Protection per nozzle. Most standard car paint booths take 4 nozzles at about 1920 cubic feet per nozzle to cover them. We only need 2 nozzles, that cover 2720 cubic feet per nozzle to cover the same booth. Two nozzles in the work area versus 1,920 cubic feet and four nozzles from the competition. Fewer nozzles means less pipe and fewer penetrations to drill into the paint spray booth, saving time and money for all parties involved.

The partnership with Standard Tools has been a boon for Amerex, as well as our fire equipment distributor partners, too. Jamie Knowles, Sales Manager – Restaurant and Industrial

Systems, noted that "Standard Tools, by selling online directly to end-users, gives us and our distributor network access to a different customer base. Kat has positioned Standard Tools so that they can service the DIY or rural paint booth operators who control the entire process without a contractor.

"THIS IS A FANTASTIC PARTNERSHIP THAT CREATES EFFICIENCIES IN INSTALLATION AND DRIVES BUSINESS TO OUR DISTRIBUTOR PARTNERS WITH NEW SERVICE ACCOUNTS."

The online marketing and purchasing of paint booths are rare things, and Standard Tools does it better than anyone." Jamie continued, "This is a fantastic partnership that creates efficiencies in installation and drives business to our distributor partners with new service accounts."

The Amerex-Standard Tools partnership is beneficial beyond added convenience for spray booth customers and new service accounts for Amerex distributors. "To have a factory relationship with a spray booth OEM like Standard Tools helps

us see what types of booths are popular with their customers and what trends are emerging in the auto body industry. These details help Amerex plan for future testing and improvements," added Jamie.

This partnership makes spray booths and their operators safer around the country. "In these paint spray booths, the fire system purchase might be made for compliance, but that compliance exists for a really good reason: safety. We think 100% of our customers should have fire suppression," Kat said, "and I believe the knowledge and information that the Amerex team provides helps us to communicate that need to customers with an expert viewpoint," she concluded. 

MAKING A MARK IN MONGOLIA

Mongolia is becoming a mining powerhouse in central Asia, and Amerex is getting in on the action. Resource-rich Mongolia perhaps best known in popular culture for the 12th Century conquering emperor of Mongolia, Genghis Khan, but today, the mountainous nation sandwiched between China and Russia is a peaceful land where much of the population maintains traditional, agrarian ways. While nomadic lifestyles are still commonplace and equestrianism remains an integral form of transportation, Mongolia's mining sector has become big business. Coal and copper are the country's top two exports, respectively, and neighbors China and Russia are the top customers for Mongolia's ample mineral resources.

Mining vehicles in Mongolia are driven hard, day after day, to meet demanding production schedules. Fortunately for some operators, an Amerex Kodiak Vehicle Fire Suppression System is on board, too, thanks to Cosmic Rays Engineering and Supply. Our friends at McWane International and Cosmic Rays have developed a great partnership. We have been able to organize various discussions and training sessions to familiarize the Cosmic team with our Amerex Vehicle System. This has led to great success in a short time period against all the well-established competitors in that region.

Founded in 2012, Cosmic Rays has already worked on numerous mining engineering projects. The company is based in Mongolia's

capital, Ulaanbaatar, but has worked on energy infrastructure and mining projects throughout the country. Cosmic Rays, McWane International and Amerex recently celebrated the installation of Amerex Kodiak systems on Hitachi EX1900-6 mining excavators and shovels at a coal mine operated by the Mongolian Mining Corporation. The mine at Tavan Tolgoi in the southern Gobi Desert, one of the world's largest coal deposits, produces metallurgical (coking) and thermal coal.

The Amerex Kodiak Vehicle Fire Suppression System is an ideal fit for the challenges of mining operations — a system control panel that simplifies operation and maintenance, stored pressure agent cylinders to prevent agent contamination, distribution network that gets the suppression agent to all hazard areas, and automatic electric detection and manual actuation provide for total peace of mind.

As more Mongolian mining operations see the benefits of Amerex's stored-pressure vehicle fire suppression systems, Amerex and McWane International will continue to enhance fire safety in the region.

To learn more about Amerex's solutions for the mining industry, stop by our booth at MINExpo International 2021 in Las Vegas from September 13–15. To learn more about selling Amerex fire suppression systems outside the United States, contact a McWane International representative. 





HALOTRON BRX TAKES FLIGHT

BY ALEX PITTS

Amerex's Halotron BrX line is the future of aerospace extinguishers. This new line of portable extinguishers is effective on the ground, but designed for midair applications, where its features are ideally suited. Its powerful formula requires less agent application to extinguish a fire, leaves no residue, has high visibility and meets strict environmental regulations recently set by the EPA and EASA.

There are four extinguishers in the BrX line. The 337 and 347 models have lightweight aluminum valves and nozzles, while the 349 and 351 models add a hose to reach small spaces. All have a powder coated finish. The first three utilize an aluminum cylinder and the latter utilizes a steel cylinder. The BrX line is compatible with many Halon 1211 installations, making for an easier transition from Halon products. Halotron BrX has a 12-year lifespan with no recharge and a six-year manufacturer's warranty.

Kendall Pate, Product Development Manager, and Guy Jones, Product Manager – Portables, worked with a key partner from the beginning to develop BrX. "The BrX product was developed and refined by American Pacific based on market knowledge. We partnered with them to purchase the formula and develop the extinguisher," said Kendall.

The BrX formula is attractive because it is a low Global Warming Potential (GWP) and a very low Ozone Depletion Potential (ODP) clean agent approved for use on commercial aircraft. This makes it a strong solution to meet increasingly strict regulations and the Montreal Protocol.

BrX has a minimal environmental impact and is also a highly effective firefighting solution for commercial aircraft. Bromine in the BrX formula interferes with chemical transitions necessary to support combustion, extinguishing flames. Kendall notes, "It is the closest fire-fighting agent

that I have seen, performance-wise, to the legacy Halon products." It is also the closest in geometry, weight and capabilities to the original Halon products. The BrX formula delivers a clean agent without compromising effectiveness or quality.

Recently, Halotron BrX has been certified or approved by UL, EPA, FAA, EN, EASA and ISO. It is also EPA-SNAP approved. Halotron BrX has been put through the paces to ensure it is the best product available and in compliance with all relevant standards.

Amerex already has a contract with Gulfstream Aerospace Corp. to use Halotron BrX. Gulfstream is an innovative, green leader in the civilian aviation business. Kendall also sees a future in commercial airlines, with many companies working to move away from Halon products. Halotron BrX is where the firefighting industry is headed, and Amerex is once again taking lead and raising the bar. 



QUALITY

SERVICE

INNOVATION

**High Quality Products
Built to Protect
and Perform.**

PRODUCT UPDATES

KITCHEN AND INDUSTRIAL FIRE SUPPRESSION SYSTEMS

2021 may have brought its own set of new challenges, but for the Kitchen Fire Suppression Systems group at Amerex, it has brought great new advancements. In the spring, we shared a hope of releasing new products and new features, and we are happy to announce that those have arrived, starting with the addition of our new KP250 agent tank.

The newest addition to the KP tank lineup provides our customers with a seven flow point option at a cost-effective price. Featuring the same valve configuration and bracket compatibility as the KP275, KP375 and KP475, this will be an incredible new option to help continue the growth and expansion of your KP business.

We are not stopping there – three other big advancements have arrived. We're excited to bring you the ability to manifold the discharge piping of two KP475 tanks, the allowance of conduit offsets to be mounted at the gas valves, and the industry's largest single-nozzle salamander broiler coverage. None of this would have been accomplished without the tremendous efforts of our team of

engineers, who performed countless hours of internal testing in preparation for official UL 300 testing.

In June, UL personnel were on-site for the required testing, and below is a snapshot of the incredible productivity of our Engineering and Fire Test teams during that time.

5: Fire tests completed

16: Networks built

35: Flow tests completed

120: Bottles of water consumed

499: Number of times a bucket was placed, weighed, dumped and rinsed

600: Flights of stairs climbed

1,334: Feet of pipe assembled

2,618: Pounds of KP agent used

21 rolls/10,920 feet: Pipe tape used

343,978: Steps taken

We are very excited to bring these new advancements to our customers and will provide further information in the coming weeks. Now, to see if there is any more exciting news that might be headed our way in 2021...



Amerex KP Systems in Vermont

If you walk into a commercial kitchen in one of the 344 licensed commercial kitchens in Burlington, Vermont, you will see an Amerex Kitchen System more so than any other systems supplier. D&M Fire and Safety Equipment is the main reason for that. Since being founded in 1989 by a group of Professional Fire Fighters, D&M Fire and Safety Equipment has installed an astonishing 728 new Amerex Kitchen Systems.

Company President Tobey Sicard said the key to his company's growth and success is to "...take care of your



customer, go above and beyond, only deliver quality." One reason why Amerex is the preferred Kitchen Fire Protection Systems supplier to D&M Fire and Safety Equipment is we at Amerex share the same values.... quality products and exceptional customer service.

Tobey said he relied upon Amerex's ability of "...supply and consistency of product..." As an American manufacturer, Amerex has the ability to develop the most advanced

and reliable systems in the world and supply our customers from strategically located warehouses throughout the country.

Today, the Sicard Family continues in their tradition to the service of the community. Whether it's in the professional service of fire rescue, educating the public on fire safety, supporting charitable organizations such as Make a Wish, or even coaching youth baseball, the Sicards are there.

Thanks to D&M Fire and Safety Equipment for their partnership and for protecting a large part of the Vermont restaurant industry with Amerex KP systems.

PORTABLE FIRE EXTINGUISHERS

A spotlight on portable hazard analysis

Routine hazard analysis is a critical component of inspections. Things change quickly, so ensure that monthly and annual inspections include a hazard analysis. Many occupancies change from storage to full-time workspaces or vice versa, especially in the last year. Was the fire protection properly updated and reviewed, too? This type of consistent review provides the best fire protection for the hazard area and creates additional sales opportunities if additional or different solutions are required.

When conducting a hazard analysis, offer the best protection for the hazard area. Dry chemical extinguishers are the most common fire extinguisher found in the field. ABC is a great option most of the time, but there are certain places where ABC may not be the best choice. Amerex Purple K extinguishers are the most effective class B firefighting extinguishers in our lineup. Pound for pound, Purple K outperforms other dry chemical agents when protecting against flammable liquids. Purple K is the choice of the gas and oil industry and also recommended for areas

that contain fuel storage. Purple K extinguishers are available in high flow hand portables and wheeled extinguishers.

High flow extinguishers are necessary to meet NFPA 10 requirements around obstacle fires, three-dimensional hazards and pressure fires with a maximum travel distance of 30 feet for hand portables. The Amerex Z-Series Fast Flow extinguishers are the perfect choice where high flow extinguishers are required by code. Put the Z-series to the test in extreme environments such as oil and gas platforms, mining operations, coastal environments, and industrial areas.

For a closer look at extinguisher choices by industry, use the Industries page on our Web Store.



PRODUCT UPDATES CONTINUED

VEHICLE FIRE SUPPRESSION SYSTEMS

Out and About Again

With the gradual easing of COVID-19 restrictions around the country, the Vehicle Systems team has taken advantage of this opportunity to hit the road and promote our V.S. products. Making use of technology like Microsoft Teams and Zoom has helped us stay connected with our distributor partners, but these are no substitutes for face-to-face meetings and personal interaction. We are hopeful that we will be able to meet up with you in person very soon. Here's a rundown of where we have been so far this year and where we are going in the months to come.



IN-PERSON V.S. TRAINING

We were excited to provide a live, in-person training class in Las Vegas prior to the June NAFED event. It had been about 16 months since our last in-person training event, so we were glad to get out to meet in person and have that face-to-face feedback. This was our first Amerex event since the pandemic began, and, ironically, our Las Vegas V.S. training class in May 2020 was the last Amerex event prior to the pandemic shutdown.

WASTEEXPO

Once again, Amerex has taken a fire protection leadership role in supporting the waste industry. Amerex was front and center promoting our waste industry solutions at this important show. Our vehicle suppression cylinders and Z-Series high-performance portables were developed specifically for the corrosive environments found at landfills and transfer stations. While attendance was lower than in typical years, having the opportunity to meet with our friends in the industry and promote these products was very uplifting.

MINEXPO

The premier mining show that happens only once every four years will be held in Las Vegas on September 13–15 after a year's delay. Amerex will exhibit our mining solutions at this show in booth #7209 in the central

hall near the Komatsu, Caterpillar and Liebherr booths. Please contact us if you are planning to attend so we can provide more information.

APTA

The transit industry's largest tradeshow, APTA happens every three years and will be held November 8–10 in Orlando to showcase the industry's newest technologies. Amerex will exhibit with our TransMark partners at this show and are planning on launching some exciting new products.

SCHOOL TRANSPORTATION

Amerex is proud to support the student transportation industry once again with plans to exhibit at three school bus trade shows in 2021. Student Transportation News (STN) East will be held in Indianapolis on October 4, STN West will be in Reno from December 7–8 and the Transporting Students with Disabilities show is in Frisco, Texas, from November 19–20.

In addition to exhibiting our products around the country, our V.S. Team has also been active in supporting our distributor partners in the field with system design, training and installation support. If you are presented with a Vehicle Systems opportunity and need some assistance, please contact us and we will be glad to support your efforts.



DEFENSE

For this Defense product spotlight, we'd like to focus on one of our great partners. Join us as we head to Detroit, Michigan, to highlight Milton Manufacturing, a longtime Amerex Defense supplier. A privately owned, women-led small business, Milton has more than 70 years of experience in the commercial automotive, heavy truck, aerospace, and tactical wheeled vehicles industry for the military. Founded in 1946 by Tom Milton, the business was purchased by Jim Green Sr. in 1977 and later purchased by Jim Green Jr. in 2002. While the company was originally in the automotive industry, Milton transitioned to the defense industry in 2007. They sell directly to the government, subcontract to primes, and also sell to commercial entities. With more than 300,000 sq. ft. in their main facility, they are well equipped to service any need, with the ability to turn an idea into a prototype in 24 hours or less.

Milton's slogan "American Made, Detroit Proud" is more than just a group of words for the Green family, it is a lifestyle. Starting in 1995, the Greens began buying abandoned houses in the Detroit area. After maintaining the lots as grass fields for years, they began experimenting with gardens and bringing in chickens in 2005. Fast forward to today, and that once meager strip of grass is now Pingree Farms, which encompasses



15 acres of land lush with over 20,000 plants and farm animals. Amerex Defense Sales Manager Tad Halcomb said of Jim Green, "Not only has he built a quality business, he is building community."



The Green family uses Pingree to give back to the community in more ways than one. Working in concert with their 4-H club, the Greens teach Detroit youth how to tend to a farm. That includes gardening, caring for animals and even showing the animals in local

county fairs. Kids that work at Pingree learn the values of hard work and accountability at a young age. "If you wake up one morning and you're tired or you have a little snuffle, the animals still have to be fed, so you have to go and handle your responsibilities," said Mr. Green.

In addition, all the produce Pingree grows is completely free to anyone in the local community, providing access to fresh produce in an area that can sometimes be food insecure. Mr. Green puts it best, "The development of self-confidence and exposure to new experiences is what builds a person and a community. One of the definitions of poverty is scarcity or lack of something. We interpret that to mean education, resources, and experiences. Pingree is providing all three to help fight poverty."

THE WEB STORE WITH MORE KEY FEATURES FOR YOUR BUSINESS

We're dedicated to serving our fire equipment distributor partners to the absolute best of our ability. That's why we continue to update and optimize the Amerex Web Store experience for you.

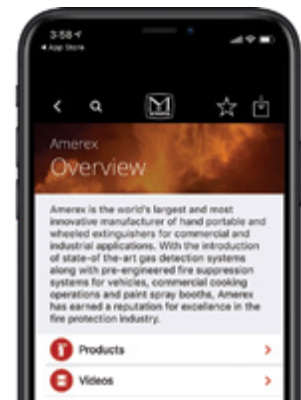
- Improved order and shipment tracking.
- Solutions organized by industry application.
- Easy navigation and simple search.
- Detailed and up-to-date product information.
- The convenience of shopping and ordering 24/7 from any location with internet access.
- The ability to double-check your cart for completeness and accuracy before placing your order.
- The convenience of saving shopping carts for later if you're in the middle of placing an order and something comes up.

Contact your sales representative or customer service if you need assistance logging in to the Web Store.



POCKET ENGINEER

Keep important Amerex information at your fingertips via the McWane Pocket Engineer app or by visiting pe.mcwane.com.



WHY AMEREX

Quality

Amerex didn't become a global market leader overnight. Our business has grown year after year based on our products' reputation for performance and durability in even the most rugged environments.

Service

Amerex was founded upon a mutual appreciation for premium quality in products and customer service and the importance of interpersonal relations.

Innovation

Because Amerex is independently owned and forward thinking, we are continuously innovating and investing for the benefit of our customers and those they serve.



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