

# Inside THE Diamond

**Amerex**

SUMMER 2020



Quality is Behind the Diamond

## *A Letter from Harrison Bishop*



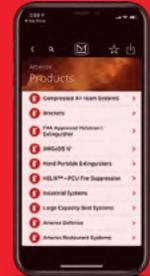
Greetings from Trussville! Hopefully, this edition of “Inside the Diamond” finds you well. So much has changed in the world since our last publication. The coronavirus pandemic has caused each of us to change priorities in our personal lives as well as how we do business. In this issue, you can read about the lengths that Amerex has taken to safeguard the health and welfare of our team members, as well as our customers and suppliers. From physical distancing and schedule changes, to face coverings and daily temperature checks, to hand hygiene and exposure tracing, our protocols and procedures have undoubtedly helped slow the spread of COVID-19 in our community and beyond. You can also read in the following pages about our continued innovation and new product releases. Although we have to operate in a different fashion for now, the Amerex team has not lost its commitment to innovation and improvement ... in fact, that spirit is as strong as ever. It goes without saying that the challenges we all have faced over the last several months have been troublesome. Our industry and the industries it touches have been negatively impacted by

the economic shutdown and all of the complications that it continues to bring. If there is a bright spot I have seen, however, it is the resilience and determination of the Amerex team. The coronavirus changed the way that we must work and live together, and company-wide we have evolved to meet the health and safety issues of the day. I am amazed at the dedication our team has shown to one another and our industry as a whole. I am sure that many of you have experienced the same thing in your places of work. I look forward to the time when we can get together in person again. Until that time, thank you for taking the time to read our newsletter, and thank for your continued support.

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# TABLE OF CONTENTS

- A Letter from Harrison Bishop..... 2
- Table of Contents ..... 3
- Accurex Partnership is a Breath of Fresh Air..... 4-6
- Distributor Spotlight: Toribio Mones..... 7
- Protecting Health Care Heroes Requires Amerex Expertise ..... 8-9
- Helping Hospitality Workers Put Food on the Table ..... 11
- Amerex 2020 Events Calendar ..... 12
- Doors Open, Masks On ..... 13
- Virtual Training ..... 14
- New Employee Spotlights..... 15-16
- Amerex’s Safety Team Steps Up to Protect Production Workers..... 18-19
- Product Updates ..... 20-23





# ACCUREX PARTNERSHIP IS A BREATH OF FRESH AIR

Treasure hunters tell us that X marks the spot. But in the case of one treasured Amerex partnership, it was actually “ex” – Accurex, that is. Accurex, a Greenheck Group company based in Schofield, Wisconsin, specializes in energy-efficient ventilation systems for restaurants and other commercial kitchens. Accurex is among Amerex’s strongest original equipment manufacturer (OEM) partners in the kitchen fire suppression systems market, helping simplify the process of opening or renovating a commercial kitchen with Accurex ventilation hood systems available pre-piped with Amerex’s KP kitchen fire suppression system.

“Accurex offers solutions to the kitchen ventilation system from the ground up. For us, that starts with a ventilation hood that goes over the cooking appliances to catch heat,

grease and odors, and to house the fire suppression system,” said Tyler Schilling, Product Manager at Accurex.

Accurex prioritizes simplifying things for customers with service and expertise. “As an organization we are committed to accountability in everything we do. We focus on being a strong partner to our customers by providing clarity at every step of their project. Based on the needs of their design and cooking style, we provide the equipment they need, never more. Kitchen ventilation systems can be complex, but we are there to make it easier for our customers,” said Lisa Bosio, Marketing Manager at Accurex.

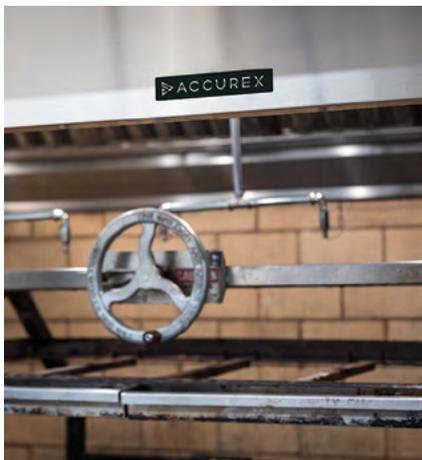
In partnering with Amerex to offer the KP system in Accurex kitchen ventilation hoods, simplicity was key. “There are a couple of advantages in working with a kitchen hood manufacturer who has established relationships with fire

suppression system manufacturers,” Tyler observed. “The first is speed. If you look at a job site with multiple hoods, the time it takes to get up and running is substantial. Having that fire suppression system pre-piped from the factory helps that customer get closer to opening. The other advantage is that you know it’ll be a very clean installation – we’re lasering the holes in the factory and it’s all really clean and simple for the customer,” noted Tyler.

“**IT’S ALL REALLY CLEAN AND SIMPLE FOR THE CUSTOMER.**”

The mutually beneficial partnership between Accurex and

Amerex has always been grounded in the notion of making things easier for our customers and end users. “The ability to provide fire systems from Amerex, whether it’s the fusible link systems or the new electronic STRIKE system with monitoring, helps us find that perfect fit for the end user. We look



for the ‘Goldilocks’ level that’s exactly what the customer needs, no more and no less. With Amerex we have offerings that range from the more basic, tried-and-true system with an appliance-specific setup and fusible links to the more integrated system with electronic protection or with Zone Defense to provide appliance flexibility,” he added.

Michael Gaston, Amerex Product Manager – Kitchen and Industrial Systems, concurred, saying, “Accurex gives us the ability to bring products to market across the entire country relatively quickly, and that’s been especially important with new products like STRIKE.”

“Accurex brings value to our distributor network, too, by bringing a volume of systems into the market and bringing in installation and maintenance work,” added Jamie Knowles, Sales Manager – Kitchen and Industrial Systems.

The symbiotic relationship between OEMs and distributors doesn’t end there, though. “Partnering with Accurex helps us bring about adoption of innovative new products more quickly and helps us show their value to our distributors. Accurex, by adopting a product like STRIKE, is saying, ‘Our customers want this.’ That’s a powerful signal to the industry that it’s a good product, a lasting product, and worth the investment to get on board for the long term. It’s market-based verification that there’s demand from the end user,” said Michael.



In fact, Tyler added, “STRIKE’s electronic detection has the unique ability to combine with overlapping coverage from Zone Defense and independently detect and actuate two different zones in one system. For end users, independent detection and actuation is one of the biggest advantages of the system.



“**WE ARE GOING TO GIVE THEM A QUALITY PRODUCT THAT THEY CAN PUT THEIR NAME ON AND BE PROUD OF.**”



Our customers want to save money, and with that feature, you have the independence of two systems but it costs less than two systems, and there is a long-term cost savings from only having to refill one tank and clean one area when only one circuit actuates,” Tyler said.

The advantages of installing Accurex hoods with KP and STRIKE aren’t just for end users. Noah Dickinson of West Georgia Fire Extinguisher Inc. learned the benefits of KP with STRIKE by working on more than 25 hoods sold by Accurex to a customer in the Atlanta area. “It became a major timesaver. It went really smoothly. I estimate that I was about 35–40 percent faster than installing a traditional system would have been. With repetition and the knowledge I have now, I could probably bump that closer to 45 or 50 percent faster in some situations,” Noah said.

For Accurex, that’s part of the goal. “We want distributors to know we are there to support them and ensure the installation goes well. We are going to give them a quality product that they can put their name on and be proud of,” Tyler said.

Michael added, “We want distributors to know Accurex and to be comfortable handling the relationship with them directly when someone from Accurex calls and says they might have a job for them. We want to help connect OEMs and distributors because OEMs like Accurex can be the conduit to a significant volume of work, like chain restaurants,” he concluded.

As you can see, the similarities between Accurex and Amerex don’t end at our names. Both companies are committed to quality and making things easier for customers. It’s a partnership that’s truly a breath of fresh air.

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## DISTRIBUTOR SPOTLIGHT: TORIBIO MONES

To many of us in the United States, thoughts of the Dominican Republic bring to mind peaceful ocean waves, white sand beaches and vibrant Caribbean culture. For the nearly 11 million Dominicans who call the island home, it's a place to live and earn a living. Tourism drives the rapidly expanding local economy, but the Dominican Republic is also home to bustling agricultural (mostly sugar, cocoa and coffee), manufacturing, mining and services sectors. Toribio Mones, a fire equipment distributor based in the Dominican



capital, Santo Domingo, helps provide Amerex products to businesses in all these sectors, protecting people and property throughout the island's diverse economy.

Toribio Mones, SRL, began operations in 1974 as Los Hermanos Toribio Mones, SA, with the sale of fire extinguishers to industrial and service companies. It has been a pioneer in improving life safety through better fire suppression ever since. Its staff and technicians have extensive experience in fire prevention and firefighting. Juan Toribio Mones, Sr., is the company's president, while Juan's sons, Juan A. Toribio and Rafael Toribio, are the general manager and administrative manager, respectively. The company has a long history of distributing Amerex products on the island, procuring them through McWane International, the international sales arm for the McWane family of companies.

Toribio Mones has brought Amerex products into Dominican hotels, shopping malls, resorts, restaurants and a variety of other industrial and commercial settings, and helped introduce the Z-Series high performance extinguishers to the market for coastal ports and industrial processing environments related to agriculture. If you ever visit the Dominican Republic, you're certain to see their handiwork. Toribio Mones introduced Amerex portables in several of the island's luxury resorts, the Santo Domingo airport and several of the island's largest shopping malls.

We are gratified to see Amerex products protecting people and property in the beautiful D.R.! If you or someone you know might be interested in distributing Amerex products outside of the United States, visit [McWane International](https://www.mcwaneintl.com) or email [inquiries@mcwaneintl.com](mailto:inquiries@mcwaneintl.com).

# PROTECTING HEALTH CARE HEROES REQUIRES AMEREX EXPERTISE

**D**octors, nurses and other health care workers occupy a critical role in our society, and the coronavirus health crisis has shined a brighter light on their lifesaving work. We all benefit from caregivers, and we at Amerex join many people around the country in voicing our profound appreciation for health care workers' extraordinary efforts to combat COVID-19 over the last few months (and the months to come), as well as helping heal us from routine illness and injury. These health care heroes save lives every day. But who's looking out for them? In medical facilities around the country, Amerex fire suppression solutions silently stand guard, protecting our society's most vulnerable – the sick and injured – and the workers dedicated to their care.

Medical facilities present a variety of unique circumstances and fire protection needs. First, hospitals contain drastically contrasting environments – a commercial kitchen for food service, traditional office environments, parking ramps, patient care rooms, operating and emergency rooms, MRI facilities, laboratories,

data centers, helipads, etc. Protecting against the fire hazards in each environment presents a challenge that requires extensive firefighting expertise. Second, hospitals are full of sensitive electronics and other delicate medical equipment, vital patient information and, most importantly, large numbers of people in vulnerable conditions who cannot quickly or easily evacuate. This fact makes early detection and suppression of fire conditions especially important, and puts fire extinguishers in a crucial place to stop fire before it necessitates implementing challenging evacuation procedures.

"It's a building full of people who are ill or injured, so it's incredibly critical that the people in that medical facility have the ability to suppress the fire without any collateral damage," said Jeff Henderson, Amerex Regional Sales Manager –

Northwest, who has helped Amerex fire equipment distributors outfit health care facilities throughout the Pacific Northwest. "That means you need a solution that is not only effective, but is also going to be safe and not pose a potential respiratory hazard or create a mess that could damage sensitive equipment."

Fire hazards in medical environments are numerous. There are the typical hazards found in other commercial buildings like a commercial kitchen or cigarettes near trash receptacles, but hospitals also present some unique hazards. Amerex Product Manager – Portable Extinguishers Guy Jones said, "There is heavy-duty electrical equipment that can sometimes cause fires. In

an operating room, there are flammable alcohol swabs and high-percentage alcohol disinfectant solutions and other disinfectants.



# “THE NUMBER ONE THING THAT DIFFERENTIATES AMEREX FOR PROTECTING MEDICAL ENVIRONMENTS IS THE LARGE RANGE OF OPTIONS WE CAN OFFER THEM THAT OUR COMPETITORS CAN'T”

There's usually cloth draped over an incapacitated patient, and there can be lasers or electrical high-temperature cauterizing equipment in a high-oxygen environment, so it's a potentially volatile situation. Fires in operating rooms are more common than most people realize. Elsewhere in the facility, there may be large concentrations of highly flammable chemicals and medical gases.”

Fortunately, Amerex's range of fire protection solutions offers the right mix for the hazards presented by these unique environments. Guy continued, “For common areas, we have the classic ABC extinguishers that are available for virtually all applications, and then in more specialized environments like an MRI room, you can use Amerex water mist extinguishers, which have class A-C rating and use deionized water so you can discharge on an electrical fire and it's non-conductive and clean. With our MRI-compliant units, the extinguisher has been tested to 11.7 Tesla and can actually go into the room with the MRI machine and not move off the wall due to the powerful magnetism. Those are also great for operating rooms. In an operating environment, there are other combustible materials, so the Amerex

270 and 272 (water mist) are effective on class B fire and can help disperse the alcohol or flammable liquid to the point that it's no longer ignitable. We also have an MRI-conditional product for CO2 that has the same capability to go in the MRI room and not be drawn toward the magnet at all, so it doesn't leave residue and is a cost-effective way to add some class D capability to your hospital. For records rooms and data centers, there are opportunities to use our Halotron extinguishers with a clean agent discharge that doesn't leave a residue and offers class A, B and C protection.”



The Amerex difference for protecting hospitals is defined through the wide range of solutions Guy outlined, but there's more to it than just having a lot of options. “The number one thing that differentiates Amerex for protecting medical environments is the large range of options we can offer them that our competitors can't, but almost equally important is the knowledge of our sales staff and their ability to make the right recommendation based on the hazard present,” said Jeff. “Nearly all of our sales staff has been in the industry for quite some time. During that time, we build the knowledge



that lets us be more detailed than just emailing out a brochure and saying, ‘OK, choose what you want.’ We're able to bring some expertise to bear and apply that knowledge to get the right solutions in the right environments.”

Guy also pointed out that “For medical environments that can't slow down during a pandemic, we have a broad network of distributors across the country who are designated essential businesses during a shutdown and will be able continue to operate with certainty.”

Beyond a wide range of options and exceptional staff expertise, Amerex's commitment to quality, as always, sets us apart. Guy added, “Our extinguisher cylinders use a butt-weld manufacturing technique that means there are no cracks or crevices for bacteria to grow in and to contaminate the agent. We have the ability to deliver a high-quality, reliable product that's made to exacting standards, and we have a really, really high degree of confidence it will work when it's needed.”

That's the protection health care heroes deserve.



Quality is Behind the Diamond



## PROTECTION FOR HEALTH CARE HEROES.

Amerex's solutions for medical facilities keep health care providers safe while they care for you and your loved ones. From the helipad to the hallway, from MRI facilities to the ICU, Amerex has a thoughtful solution that solves the unique challenges posed by medical environments with unrivaled reliability.

# HELPING HOSPITALITY WORKERS PUT FOOD ON THE TABLE

Supporting restaurant and hospitality workers affected by COVID-19 through the Restaurant Employee Relief Fund (RERF).



**W**hat does Amerex have in common with Guy Fieri? Besides a habit of hanging out in the kitchen at diners, drive-ins and dives (and other commercial kitchens) across the U.S.A., both Amerex and the Mayor of Flavortown are stepping up to support restaurant and hospitality workers affected by COVID-19 and related closures through the Restaurant Employee Relief Fund (RERF). The RERF is an initiative of the National Restaurant Association Educational Foundation that distributes grants to restaurant industry employees who have lost their jobs or experienced a drastic loss of wages because of the pandemic, helping keep families afloat across the country.

We're proud that our KP kitchen fire suppression system is a staple in commercial kitchens all over the world, helping protect restaurants and their staff from fire hazards, and we're proud to help the RERF protect restaurant workers from a different sort of hazard during this difficult time. Restaurants are about the food, but they're also about the people. The workers receiving assistance through the RERF bring our favorite eateries to life and put food on the table – literally – for millions of Americans. It's only right that we help return the favor.

For restaurant owners who may be reopening under drastically changed circumstances, know that our KP systems are ready to adapt with you. The Zone Defense Coverage keeps the entire cooking area protected even if you need to move appliances to keep up with changing business conditions, and we are always ready to retrofit and replace your old fire suppression system with the new KP with STRIKE Electronic Control System, a smart system that offers unparalleled peace of mind.

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# AMEREX 2020 EVENTS CALENDAR

Event Description	Location	Dates
KP & IS Training	Online	Sept. 15-16
GAFSED	Stone Mountain, GA	Sept. 17-19
Amerex Connects: Web Store 101	Online	Sept. 21
STN / Student Trans. Network Central Exh.	Indianapolis	Oct. 10-13
KP & IS Training	Online	Oct. 13-14
PAFED Annual Conference	Grantville, PA	Oct. 21-23
FFEDA (Florida Fire Equipment Dealers)	Orlando, FL	Oct. 30-31

## JOIN THE PREFERRED INSTALLER NETWORK.

### THE AMEREX DISTRIBUTOR/OEM CONNECTION

Our United States-based KP installers are invited to join the Amerex Preferred Installer Network. This evolving network is focused on bringing our OEM hood partners together with valued KP distributors across the nation to build mutually beneficial business relationships. We are nearly ready to launch this program, but first we want to hear from you.

This goal of this partnership between distributors and kitchen hood manufacturers is to ensure that hood manufacturers know the installation pricing for any style of job upfront and that distributors' pricing aligns with their market areas. We are confident this will be a win-win for both groups. Contact your Regional Sales Manager to sign up!





# DOORS OPEN, MASKS ON

**W**e're working hard to stop the spread of the novel coronavirus so we can keep our team, our families and our communities healthy and productive. You can read more about some of the precautions we've taken at our headquarters in Trussville, Alabama, in our safety team spotlight. As many of you probably already know, wearing a cloth face covering is one of the most important measures we can take, and the best way to stop COVID-19 in its tracks with all the knockdown power of an Amerex extinguisher against a growing fire.

When this edition of Inside the Diamond goes to press, the Department of Public Health in our home state of Alabama reports 105,815 cases of COVID-19 and 1,867 deaths attributed to the disease. We must all do our part to keep these numbers from increasing in Alabama, across the country and across the world. Practice physical distancing, wash your hands often, and remember, your community's businesses can keep their doors open if you keep your mask on.

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Quality is Behind the Diamond

# VIRTUAL TRAINING

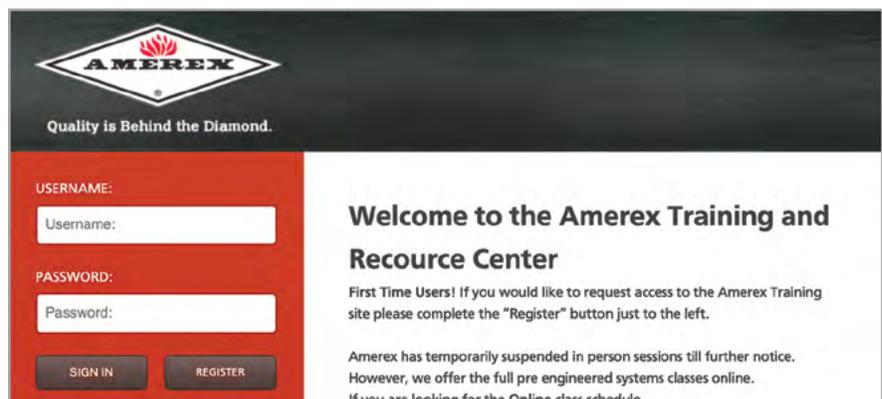
As concerns over the COVID-19 pandemic led organizations around the world to take their events virtual, Amerex followed suit. During the past few months, we have created various virtual programs to best serve our customers while in-person interaction and gatherings remain limited. Webinars and training classes on Amerex products for fire equipment technicians and sales personnel are among these virtual programs held via Zoom and other platforms.

We have been excited by the strong response to our “Amerex Connects” webinar series. The second webinar in the series was held on July 20, when Guy Jones, Product Manager – Portable Extinguishers, Richard Boyd, Product Specialist – Portable Extinguishers, and David Rice, Director of Training and Continuing Education, presented information about portable extinguishers. They shared key insights into selling portables with a particular focus on opportunities in this current business climate. They also discussed UL ratings and fire tests and dry chemical offerings. Our panel of experts also answered questions from customers. If you’ve missed either of these webinars,

recordings are available on our YouTube channel and LinkedIn page. Stay tuned for more information about additional future webinars soon!

To address the travel restrictions resulting from this pandemic, Amerex has temporarily moved to offering online training sessions. These online sessions cover all the same material as our in-person classes. For the most

current online training schedule, please check the Amerex Training site welcome page, [training.amerex-fire.com](https://training.amerex-fire.com). If you see a class that fits your calendar, you may consult the How To Register video also posted on the welcome page. If you have any questions about training, email David Rice at [david.rice@amerex-fire.com](mailto:david.rice@amerex-fire.com).





# EMPLOYEE SPOTLIGHTS

## NEW FACES



### **Riley-Kate Justice**

Customer Support

When Riley-Kate Justice visited Amerex for the first time, she met a group of people who were so proud of the products and services they represented that she knew she wanted to join them. Now that she spends her work days assisting customers with all things Amerex, she's still impressed by the level of care and helpfulness her fellow team members exhibit toward each other. In her words, "I'm thankful to work with the best people in the fire protection industry!"

Riley-Kate graduated from the University of Alabama ("Roll Tide!") and has been married to her husband for three years, whom she met and befriended at the age of 13. She's an enthusiastic photographer, kayaker and hiker, with her favorite hike to date being summiting Mount Kilimanjaro.



### **Mexi Green**

Customer Support

Mexi joins the customer support team excited to further her career, hone her existing skills and develop new ones working alongside her dedicated coworkers. Her favorite part about Amerex so far is the family feel and friendliness of everyone she's met.

At home, Mexi enjoys spending time with her husband of 22 years, Jimmy, as well as her daughter, Josie, and son, Connor. As Josie is headed into her freshman year at UAB and Connor is starting his freshman year of high school, Mexi makes her time with them a priority, involving anything from watching movies to enjoying the outdoors.



### **Jacy Whitaker**

Human Resources

Jacy joins Amerex with more than 15 years of strategic HR experience across various disciplines. She is highly skilled in organizational culture, associate relations, talent and performance management, and strategic planning. Jacy has worked in manufacturing, retail and technology companies as a strategic HR partner. Jacy holds a B.S. in psychology and an MBA in HR management, and also holds the designation of SHRM-CP and PHR as well as being a certified executive and leadership coach.

Jacy and her husband, Lamar, have four girls: Brittany (25), Morgan (20), Lauren (12) and Jessica (10). When Jacy is not attending her kids' sporting events, she spends her time in her workshop on various projects from woodworking to knitting.



# EMPLOYEE SPOTLIGHTS

## NEW FACES



### **Susan Ray**

Marketing Manager

Susan began her career in publishing at Time Inc., conceptualizing, pitching and marketing books for national brands, including Southern Living, O, The Oprah Magazine, and Cooking Light. Most recently, Susan was the marketing director for a national manufacturer, wholesaler and retailer of indoor and outdoor furniture where she lead initiatives on digital marketing, content marketing, printed pieces and trade show outreach. Susan holds a BA in American studies and a MA in advertising and PR from the University of Alabama.

Susan and her husband, Jeff, have a daughter, Mary, who will be a sophomore in college and a son, Walker, who will be a sophomore in high school. In addition to time with her family, Susan enjoys reading and home projects.



### **Jeff Hopkins**

Product Specialist – Vehicle

Fire Suppression and Gas Detection  
Jeff is passionate about working with customers to create an exceptional customer experience and to keep them safe when the unexpected happens. He specializes in vehicle fire suppression and gas detection systems, understanding the intricacies of each product to help his customers know which solutions are best suited for their needs.

Originally from Hinsdale, Illinois, Jeff graduated from Auburn University (“War Eagle!”) in 2019 with a B.S. in finance. He was a member and president of the Auburn University Fishing Team, spending his weekends competitively fishing lakes across the southeastern states for bass.

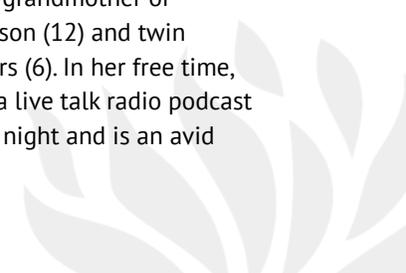


### **Lisa Session**

Customer Service Manager

With more than 10 years of customer service and technology experience, Lisa joins Amerex ready to take her customer service team to the next level. She’s integrating new technical platforms to give Amerex’s customer service team the best tools for success. Lisa has worked in many industries – automobile, social media, finance and construction and brings her excitement and best practices to Amerex. She believes customer service and technology go hand in hand to deliver the best customer experience.

Lisa is a native of Florida and is the mother of two sons (32 and 30) and a grandmother of three: a grandson (12) and twin granddaughters (6). In her free time, Lisa co-hosts a live talk radio podcast every Tuesday night and is an avid tennis player.



# FIERCE FIRE PROTECTION

The best mining operations are uncompromising when it comes to the quality and reliability of their vehicles. At Amerex, we believe the same should be true when it comes to protecting those investments from debilitating fires and loss of production.

With the experience of **over 100,000** fire suppression systems sold, the Amerex vehicle fire suppression team has developed the **most innovative** fire suppression systems in the industry. The KODIAK Fire Suppression Systems provide Fast and Fierce Fire Protection.



**KODIAK**  
FIERCE VEHICLE FIRE PROTECTION



## AMEREX'S SAFETY TEAM STEPS UP TO PROTECT PRODUCTION WORKERS



While the country was just beginning to consider how to combat the novel coronavirus in mid-February 2020, Amerex's Health and Safety Department was hard at work determining how to keep employees safe while making lifesaving fire equipment for the world.

Amerex began this tall task by creating a task force comprised of various department leaders. The group met multiple times each week to evaluate safety measures and implement guidelines on social distancing from the Centers for Disease Control and Prevention, starting in mid-

February. Monitoring guidelines became a challenge, but our team immediately pitched in.

"We all had our typical jobs to do, and then we had to train and continuously come up with plans on top of that," said Robert Fisher, Health and Safety Manager. "We would establish a procedure, and the guidelines changed the next day. But our managers and supervisors across Amerex stepped up immediately. Without their help, it would be almost impossible for us to ensure the safety of our employees."

Communication across the company was key.

"We communicated with all team members to keep them aware of the changing circumstances and measures taken to keep them safe," said Jon Pollard, Vice President of Operations. "So far, all of our tactics have proven to be successful in preventing spread in the plant."

The task force began risk assessments for each department, finding the most risk for production staff.

"You can imagine the struggles that came with protecting employees in a production environment," said Stephani Riley, Occupational Health Nurse.

"During the early part of the pandemic, the McWane family of companies was identified as essential to the country and the world, so we had to do our best to stay open. Our production staff are essential workers making lifesaving products. We need to protect them."

As cases mounted in the United States, it became clear we needed to do more to physically distance employees from one another in the production facility. Amerex staggered shifts, allowing time for employees to leave the production facility before the next shift arrived. We also began staggering employee break times, cleared conference rooms to make more seating for employees on break and changed breakroom furniture to maintain social distancing. Common areas were deep cleaned once a week, and we implemented a sterilizing atomizer to fog common areas with disinfectant. Supervisors also began

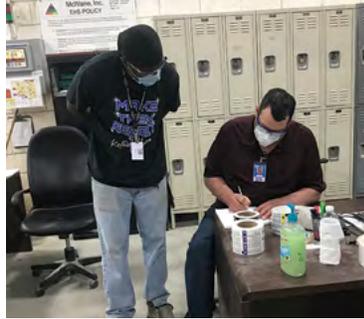
clocking employees into the timeclock system so a mass of people didn't congregate in the same area and touch the same equipment.

By late March, Amerex began on-site testing for the virus. Thanks to a partnership facilitated by McWane's corporate office with the Cority System and a local lab, we created a method to track and trace where novel coronavirus outbreaks may occur within our community so we could inform those who may not know they were exposed.

"Testing and the scanning system, which allows us to see the data in real time, that's really been our ace in the hole," Stephani said. "It's helping keep our employees and our community safe."

Our Health and Safety Department also worked with Amerex's engineering team to create remarkable systems that keep our production employees safe.

In one day, our engineers installed partitions so each employee on the production line had a designated work station. Typically, large fans circulate



air in the facility. However, blowing air could create a risk in passing the airborne virus. To prevent that, our engineers built air vents for each station. These forced air vents had been on the engineering team's priority list for years.

"If you can imagine Alabama in the summer, air flow is very important to maintaining a safe and comfortable work environment," said Mark Bailey, Special Projects Engineering Manager. "The forced air vents are making employees happier and more productive."

On the topic of temperature, our facility entrances are now equipped with thermal temperature scanners. If an individual has an elevated temperature when they walk through the door, the system will notify

leadership immediately so they can ask the individual to leave the facility and get tested for the virus before they potentially expose others.

"The partitions, forced air vents and thermal scanners are great features that provide ongoing protection," Mark said. "We are under the assumption that this virus will affect us for some time. These procedures should be our new normal, even if you consider their usefulness during a common flu season."

Since February, Stephani said she's been gratified to see Amerex employees work together to maintain health and safety within the facility and thanks the production workers for their compliance.

"It's been a joy to be part of, an honor really."

## A SPECIAL THANKS

**Amerex's health and safety efforts have been successful thanks to the work and cooperation of many. We want to recognize the members of our COVID-19 task force.**

"I would like to thank my employees for stepping up to the challenge, and I will say the same thing to the supervisors, managers and employees out on the plant floor. I appreciate their willingness to stay focused and keep working, even though they're doing more than they ever thought they would have to. Everyone continues to stay vigilant."

— **Robert Fisher,**  
Health and Safety Manager

"Our supply chain workers were really challenged to get the personal protective equipment we needed at the same time the rest of the world needed it too. They worked tirelessly and produced in an amazing way that allowed Amerex to keep working."

— **Stephani Riley**  
Occupational Health Nurse

"I'm highly appreciative of everything Amerex has done to abate the issue. The management has been understanding and supportive of all our efforts. I think Harrison Bishop and Jon Pollard have done a superb job of keeping employees informed and comforted. Our maintenance team has also done a superb job in keeping the facility clean."

— **Mark Bailey**  
Special Projects Engineering Manager



# PRODUCT UPDATES

QUALITY

SERVICE

INNOVATION

INDUSTRY  
LEADERSHIP

CULTURE

DEEP  
RELATIONSHIPS

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

## PORTABLE FIRE EXTINGUISHERS

### **BrX extinguishers**

Amerex is working to keep up with the evolving needs of the aviation market. BrX continues to gain traction as regulatory deadlines loom. Halon 1211 extinguishers are slated for replacement in the aviation industry by 2025. BrX extinguishers replace Halon 1211 in aerospace applications and meet regulatory requirements for use in aircraft.

### **Amerex CO2 Valve**

Amerex has redesigned its CO2 valve and will begin manufacturing 10 lb., 15 lb. and 20 lb. CO2 extinguishers with an integrated discharge port on the valve. The updated design eliminates the elbow on the side of the extinguisher valve and a potential leak point during discharge. There are no internal changes to internal valve components, so existing valve stems and safety discs are compatible. Amerex expects the new CO2 valve to have started shipping by the time you read this.

### **Parts Packaging**

Another change made during summer 2020, Amerex now sells parts in pack quantities only. The purpose of this change is to make order fulfillment more efficient for all parties. Certain parts, such as valve assemblies, have



a pack quantity of one. Other items utilize a greater pack quantity, such as six gauges or 100 O-rings, so be sure to check pack quantities before completing your order. You can easily tell the change because any parts affected will have a "P###" that represents the number of items in the pack.

## KITCHEN AND INDUSTRIAL FIRE SUPPRESSION SYSTEMS

We know that restaurants are experiencing extremely challenging times during the COVID-19 pandemic. Sales for eating and drinking establishments have fallen by as much as 70 percent across the country. These eating and drinking establishments are the lifeblood of our KP system and our KP distributors. In addition to protecting ourselves and our employees, Amerex is doing all we can to help our distributors and their food service customers through donations to the Restaurant Employee Relief Fund, an emergency fund to help safeguard food service employees during this financially difficult time.

Amerex understands that restaurant turnover is going to be more common now. To aid our distributors in helping customers taking over existing eating and drinking establishments, we have developed a one-page Retrofit Guide. This guide shows how we are listed with multiple manufacturers of gas valves and corner pulleys, which will save labor on each system retrofit. We also offer best-in-class Zone Defense coverage, which allows for the movement of appliances without the need to re-pipe the discharge piping. You can read more about our retrofit options through the links below.

Amerex KP distributors and kitchen hood original equipment manufacturers (OEMs) continue to adopt STRIKE at an ever-increasing rate, benefiting immediately from the reduced installation time and separating themselves from their competition by providing critical

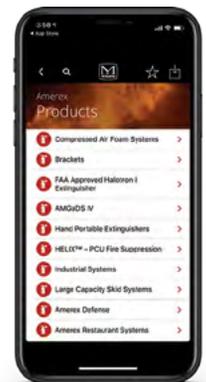
features that traditional systems do not. Distributors and OEMs that embrace the STRIKE Electronic Control System (ECS) and Zone Defense coverage together are reporting significant installation time savings over traditional mechanical detection and appliance-specific coverage systems. Simple plug-and-play connections, full-hood linear detection and uniform piping layouts save valuable manufacturing and job site installation time. In addition, one STRIKE ECS can control, actuate, supervise and report on two separate KP systems, firing them either independently and simultaneously, saving on hardware and installation costs. Looking down the road, our engineering team continues to work on a large KP improvement project. We hope we can share more details about that exciting progress later this year!

We know that managing cashflow and inventory is critical during this challenging time, especially when the timing of your next KP or IS job may be unknown. To make things easier for our partners, any KP or IS part numbers that historically came in a pack and are used for new system installations also being sold in both quantities. For example – plenum nozzle part #11982 can now be sold as a single nozzle, and part #11982-P010 is sold as a pack of 10 nozzles in the traditional required pack size. This will allow you to order a single system without extra parts, keeping your inventory to a minimum.

At the beginning of the pandemic, it became obvious that we needed to significantly expand our online training presence. With the leadership of David Rice, Amerex has transitioned completely to online product certification and has already conducted more than 12 free online classes with great success. The reviews on David's work and our new online

training format has been very positive, indicating that we need to continue with our online training expansion. As always, Amerex product certification training is free to authorized Amerex distributors. To go with our new online training expansion, we have been working hard on new digital marketing resources for you as well. You can now find our manuals, component overviews, construction specifications and other marketing documents on the McWane Pocket Engineer App (see below), the Amerex website, the distributor portal and our new Web Store!

We in the KP and IS group are here to support you. The goal for our KP/IS group is to ensure we are available, easy to work with and have our information available at your fingertips. We are working to make it easier for you to order what you need for our systems. We continue to share our KP and IS specification data with OEMs and end users to drive more business to our valued distributors. Finally, our tech services hotline is always available to help on the phone at (205) 508-6400 or by email at [techservices@amerex-fire.com](mailto:techservices@amerex-fire.com).



### Resources:

**Web Store:**

[webstore.amerex-fire.com](http://webstore.amerex-fire.com)

**KP Retrofit and Other Documents:**  
[amerex-fire.com/products/amerex-restaurant-systems](http://amerex-fire.com/products/amerex-restaurant-systems)

**McWane Pocket Engineer:**  
[pe.mcwane.com/groups/fire-suppression/amerex-fire](http://pe.mcwane.com/groups/fire-suppression/amerex-fire)

# PRODUCT UPDATES CONTINUED

## VEHICLE FIRE SUPPRESSION SYSTEMS

It has already been a busy year in the vehicle systems market. We have been hard at work developing some innovative new products that we are excited to debut in the near future. Watch for official announcements coming soon on:

### **The CAN module.**

Vehicle maintenance professionals are looking for ways to minimize maintenance costs. Our CAN module works with the vehicle's computer to transmit vehicle system trouble and fire codes to the vehicle's computer, which can pinpoint which part of the Amerex vehicle system has problem information. That saves time and money for all involved.

### **A new and improved alarm simulator/test module.**

Our new alarm simulator/test module has a "timeout" feature that reminds the vehicle operator in case the simulator is accidentally left in place. It also has a battery status meter that helps let you know when it is time to change the battery.



### **Clean systems for the transit/tour bus industries.**

We have developed some new clean agent systems for these industries to help fill a need in the marketplace. One agent offering is an Amerex proprietary blend and the other uses agent from a company many of you will know.

Finally, talk to your director of school bus operations or your contact for fire extinguisher/fire suppression system contracts about fire suppression systems for school buses. The school bus market remains wide open, and there is some momentum in favor of expanded fire suppression system requirements on school buses

thanks to a bill currently in Congress. Readers of past editions of "Inside the Diamond" may recall the School Bus Safety Act, a bill co-sponsored by Sen. Tammy Duckworth (IL) and Rep. Steve Cohen (TN) that, among other safety items, would require fire suppression systems on all school buses. This bill has not yet become law, but it's never too early to get those conversations started. Our SMVS is a perfect application for most school buses on the road today. If the SMVS isn't right for your school bus application, our regular fire suppression fits the bill.



## DEFENSE



As Amerex Defense continues to provide crew cab explosion suppression on board the Oshkosh Joint Light Tactical Vehicle (JLTV), we seek to expand our fire suppression footprint among U.S. allies in the Middle East. One case study in that expansion strategy is our partner in the United Arab Emirates, Abdul Eltahrawi, Business Development Manager at Al Asayel. Over the last several years, Amerex Defense has designed, created, tested and sold highly customized engine and crew automatic fire suppression systems for Al Asayel's large military truck OEM customer in Dubai. In early fall 2020, we will deliver another 30 systems as part of a multi-year project, and seek to expand into other programs as they develop.

Also on the international front, the Defense group is refining our working relationship with our sister company, McWane International, on several recent foreign military projects. These projects range from hand portables to complex, engineered vehicle systems.

One major internal project currently underway at Amerex relates to our goal of achieving Cybersecurity Maturity Model Certification (CMMC) compliance by year's end. Amerex Defense is coordinating with our Engineering Compliance Group to put in place the procedures and data control necessary to meet this new government requirement.

Wheeled extinguishers for the U.S. Air Force and U.S. Navy continue to be strong components of Amerex



Defense sales. Typical wheeled products include the model 775 3M™ Novec™ 1230 and model B674 Halotron used for flight line service at air bases. Other products that are specifically designed for a U.S. military need include the model 321M 2.5lb CO2 hand portable and a new model 267 potassium acetate hand portable. The model 321M is now in full production, while the model 267 is still in its final design stages.



**M60A1**



**Abrams M1A2**

# THE AMEREX WEB STORE

*One of our top priorities is serving our distributor partners as efficiently and effectively as possible. That emphasis on service was the guiding principle behind the development of the “new” Amerex Web Store, which launched earlier this year. We’ve already heard great feedback from many of our distributors about the Web Store experience. We’re excited to continue to optimize it to better serve you.*

If you’re not already using the Web Store, here’s what you’re missing:

- A user-friendly site with easy navigation and improved search functionality.
- More detailed and up-to-date product information.
- The convenience of shopping and ordering 24/7 from any location with internet access, even your phone.
- You’re in control – check your cart for completeness and accuracy before placing your order.
- Save shopping carts for checking out later.
- Order history.
- View almost all parts, including service parts, and links to service documents right in the web store.
- See when orders ship and view the packing slip.

If you’ve never logged in to the Web Store, search your inbox for an email from earlier this year with account credentials, or contact customer service for access. If you have tried the Web Store before, go to [webstore.amerex-fire.com](http://webstore.amerex-fire.com) to restock your inventory!



## POCKET ENGINEER

Keep important Amerex information at your fingertips via the McWane Pocket Engineer app or by visiting [pe.mcwane.com](http://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.

### 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.

### Service

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



Quality is Behind the Diamond



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