

Inside THE Diamond

Amerex

FALL 2019



Quality is Behind the Diamond

A Letter from Harrison Bishop



It is hard to believe we are entering the final quarter of 2019. Amerex and our industry as a whole had a great summer, and the fall holds great promise to be a strong final season. Thank you for taking the time to read our second issue of *Inside the Diamond*. In this publication, you will find articles that highlight Amerex's commitment to safety, quality, innovation, value and advocacy for the fire suppression industry.

So far this year, we have released our new Z-series extinguishers, KP with STRIKE and specialty extinguishers for the U.S. Army (complementing our military vehicle fire suppression business on the Joint Light Tactical Vehicle and other models). Amerex has realigned its distribution center capabilities and opened new, upgraded sites in Chicago and Los Angeles to improve our standard product shipping times to three days or fewer. We have continued our efforts through the Fire Equipment Manufacturers' Association to ensure that fire suppression is properly utilized throughout the United States, including in buildings occupied by military personnel and their families.

As Amerex continues to grow, we have welcomed a new territory manager in the Northeast, while bidding farewell to a longtime team member as he embarks on a well-deserved retirement. All of these things have been accomplished while our team members have maintained an outstanding safety record. In fact, last month Amerex celebrated a milestone of three years and three million work hours without a lost-time accident.

We know that without the support of our customers, we could not succeed in these endeavors, and that is why we strive to provide the best products and service possible. Thank you for your patronage and your time reviewing our publication. If we can be of help to you, please let us know.

AMEREX AND FEMA WORK TOGETHER FOR THE SAFETY OF DEFENSE PERSONNEL

The Fire Equipment Manufacturers' Association (FEMA) and Amerex continue to advocate for balanced fire protection, which utilizes fire extinguishers, fire suppression systems and sprinklers. After the U.S. Department of Defense (DOD) altered the Unified Facilities Criteria (UFC) through the National Defense Authorization Act (NDAA), fire extinguishers were to be no longer required in DOD facilities, including military bases. This revision effectively reduced life and property fire protection for our United States service members.

Amerex, as a member of FEMA, is actively working to reverse this action. We have asked our partners to assist in this effort by communicating the significance of this legislative change to their representatives in Congress. We would like to thank our partners for their diligent efforts, which are being noticed in Washington D.C. The House of Representatives incorporated FEMA proposed language in its draft of the NDAA. This proposed language directs the Secretary of Defense to ensure that fire extinguishers are included and maintained in all department facilities and to keep fire extinguisher requirements in line with

nationally recognized fire codes. The NDAA has passed the House of Representatives and will progress to a conference committee to reconcile the House and Senate differences on this bill. With persistent communication to Senate members, we are hopeful that the Senate will maintain the House of Representatives' perspective in reference to fire protection.

Amerex has also invited members of Congress to visit our facility in Trussville, Alabama, to personally experience the importance of our work. Amerex supports the FEMA's mission to promote a complete life safety plan because we understand the necessity of fire extinguishers. Fire extinguishers offer an immediate response to a fire emergency that is not available through other means, and we want to ensure that our armed services have the protection they deserve. Amerex will continue to advocate for a complete fire safety strategy and to ensure government responsibility for life safety and property protection.





BEYOND THE QUALITY

A LOOK AT AMEREX MANUFACTURING INNOVATION

By Ben Pitts

It's no secret that the Amerex reputation for quality is among the best in the world of fire protection. Since joining Amerex, I've been struck not only by the company's uncompromising commitment to quality, but also by the resources devoted to innovation. We are often asked, "where is the innovation in our fire extinguishing products?" as these products don't lend themselves to a lot of bells and whistles. My answer is our product development, supply chain and manufacturing experts are constantly seeking ways to improve

the performance and durability of our products, as well as drive costs out of the product line.

Paint may not seem like the greatest opportunity for innovation at Amerex, but, as I've seen, it's a crucial component to the performance that people expect from our products. Amerex wheeled units are the most durable in the industry and offer best-in-class corrosion resistance. To better understand how our paint process contributes to the renowned quality of those wheeled units, I talked with some of our manufacturing

professionals. Here's what I learned from Senior Production Manager Jeff Layfield and Department Supervisor Joel Colley.

Amerex uses a dry paint process known as powder coating, which is applied as a free-flowing, dry powder. Unlike conventional liquid paint, which is delivered via an evaporating solvent, powder coating is typically applied electrostatically then cured under heat.

Jeff walked me through some of the technological highlights. "The paint booth uses laser profiling for

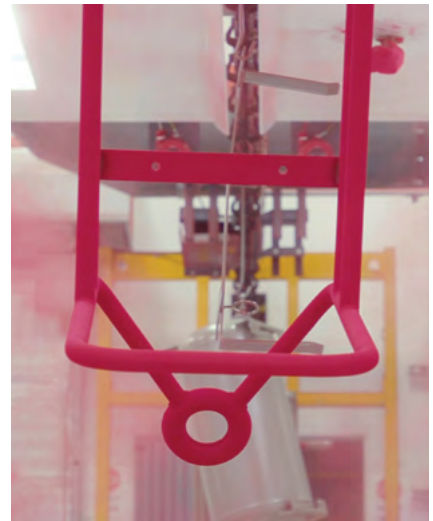
“WE ARE ALWAYS LOOKING TO IMPROVE MANUFACTURING EFFICIENCY TO COMBAT RISING MATERIAL COSTS.”

paint gun activation and control, which is really cool,” Jeff enthused. “It profiles the dimensions of the item being painted, adjusts the paint gun locations and calculates the spray duration based on the dimensions of the item and the paint line speed,” he added. The line can hang items weighing up to 500 pounds.

Jeff noted, “It is much more efficient than our former process. We are always looking to improve manufacturing efficiency to combat rising material costs.” The line runs at four to six feet per minute, which is double the speed of its predecessor. It has two paint booths, which means we can do the primer coat and the top coat on the same run instead of running the same product through

twice. That means our products need one trip around the paint line instead of two. The paint booths are also fast color change booths. This process helps Amerex combat rising material costs.

Joel broke down some more of the benefits of our dry painting process for me. “The major benefit to our customers besides the cost savings is that it is a more durable paint. Because powder coating does not have a liquid carrier, it can produce thicker coatings than conventional liquid coatings without running or sagging. Also, the paint bonds itself very well with the substrate (underlying layer), which means it is harder to chip and it is more scratch resistant. That process



also translates to stronger corrosion resistance,” he added. The final benefit is one of the things that sets Amerex apart: a commitment to environmental sustainability. Joel notes, “Our process is more environmentally friendly. Because no carrier fluid evaporates away, the coating process emits few volatile organic compounds.”

According to Jeff, “Before the large dry painting department was created and implemented, all large items like vehicle system cylinders and wheeled units were wet painted because our smaller dry paint booth did not have the capacity. This process provides Amerex and its customers competitive advantage and peak product performance.” As you can see, the Amerex painting process is one of the more colorful ways Amerex has innovated to prove that **quality is behind the diamond.**





FAREWELL

JACK MILLER RETIRES

It's 1989, and inside a brand-new Amerex warehouse in Fairfield, New Jersey, Jack Miller has just heard some bad news. This sparkling new warehouse, to which Jack had devoted the previous year of his life, from site selection to moving in product, furnishing and decorating, is about to blow away. A tornado is bearing down on Fairfield, and one of the guys in the back of the warehouse just yelled, "I think we've got a problem – the roof is starting to flap!" Everyone hits the floor, and in an instant, the top layer of the roof peels off. When the storm subsides, Jack and his team find superficial damage to the warehouse, the warehouse's rooftop fan more than a quarter mile away and plenty of work to rebuild. But thanks to Jack's drive to grow Amerex's presence in New York and New Jersey and to the tireless work of the entire Amerex team, the warehouse was back to fulfilling orders within days. In Jack's more than 43 years in the fire industry, he's seen it all. Now, as Jack retires from his position as Regional Sales Manager – Northeast to savor the good life in Myrtle Beach, South Carolina, we look back on his career and say a fond farewell.

Jack began his career in the fire industry in 1976 working as a volunteer fireman in New Jersey. Shortly thereafter, he left the Garden State for the Sunshine State, seeking, in Jack's words, "a better life ... or so I thought!" in Palm Beach. Jack worked for an Amerex distributor in Palm Beach, first working in the dry chemical room, then in sales and service on the road and finally as general manager. His impressive sales numbers and success at growing his business caught Ned Paine's eye, and soon he was interviewing at Amerex's headquarters in Trussville.

"Ned was a very astute gentleman. He either liked you or he didn't," says Jack. "When I went to interview, I wore a suit and tie, but unbeknownst to me, the ladies in the office were taking bets on if I'd get the job or not because my suit was shiny. I also had facial hair, and Mr. Paine did not like facial hair." Jack was so enamored with Amerex that he shaved before future visits to Trussville to better fit Ned's mold. He knew Amerex was the place for him. "I knew it was an awesome company. It was instilled in my brain since I started working in the fire industry as a volunteer firefighter that Amerex made



the best products and was the best company culture, and I knew I wanted to work with them as soon as I became involved in the fire industry," he recalls.

What else set Amerex apart for Jack? "The quality for one, and the relationships that distributors have enjoyed over the years. Amerex was founded on relationships, and that's the key. Without the relationships and the quality and delivery that back them up, there's nothing." Jack's shiny suit in Trussville didn't keep him from impressing Amerex leadership and landing a job as the branch manager for New Jersey. The only problem: there was no branch in New Jersey at the time.

Jack was tasked with selecting the site for the warehouse and getting

A WORD ON JACK

HARRISON BISHOP, PRESIDENT

“Jack has been an exceptional member of the Amerex team, and he will be missed greatly. His leadership in helping establish Amerex’s operations in the Northeast helped put us on the map and grow a strong presence in that region. His knowledge of the particular challenges posed for fire equipment distributors in the regulatory environments in New York and New Jersey has also been invaluable in helping our distributor partners grow their business and help provide more Amerex solutions in the area. We wish Jack well in retirement and thank him for his years of service.”

BEN PITTS, VICE PRESIDENT – SALES AND MARKETING

“Jack’s been the consummate professional for Amerex for many years. He knows the Northeast marketplace, particularly in New York and New Jersey, perhaps better than anyone else in the country. His knowledge of his customers in that area helped our distributor partners flourish and add new product lines to their portfolios, which also creates a stronger life safety environment in the region. Jack’s been extremely helpful during his transition into retirement with

passing along his knowledge to our team and collaborating with us to make sure the Amerex operation in the Northeast doesn’t miss a beat after he’s gone, so we’re very grateful for that. Thanks for your service and dedication, Jack! Enjoy retirement.”

JEFF HENDERSON, REGIONAL SALES MANAGER – NORTHWEST

“I’ve known Jack for about 30 years, since they first opened the branch up there. He’s been in this industry a long time and has a lot of institutional knowledge, and he’s going to be missed. I like Jack because what you see and what you hear is what you get. There’s nothing false – no bull – which is appreciated. He’s going to tell you how it is and what he can do for you and just get it done. From a sales position, that’s critical. If you tell somebody you’re going to do something, you better do it. I wish him well, I’m happy for him, he deserves this, he worked his butt off, and I can’t wait till I’m there, too!”

BOBBY AGEE, REGIONAL SALES MANAGER – MID-ATLANTIC

“He was always very knowledgeable about the inner-workings of New York and New

Jersey, and of course everybody knew him from handling orders and shipping product. When he took over the entire territory, it was a natural fit and he just fit right in. What he knows the most about is the product lines and how they work within the city of New York. There are some different requirements in that area that only a very knowledgeable industry person would know, and it’d take a while to learn, but Jack did. He’s always been a team player. He was always probably the fastest sales guy to get market intel and help us learn exactly what was going on in our industry. We’ve worked a little more closely in the last few years, and I’ve learned a little more about how things are done there. Jack and I got to know each other during our Amerex territory trips, and we hit it off. He was a great guy to hang out with. We’re all a big family in the Amerex organization. Jack was always good for a cold beer, and we would occasionally partake in one. I’m looking forward to making a trip to Myrtle Beach, which is in my territory, and dropping in on him and Fiona.”

it up and running. Some Amerex cylinders were manufactured in Scotch Plains, New Jersey, so nearby Fairfield was selected, and Jack’s branch began to take off – only figuratively, as thankfully, no more tornadoes struck. After several years managing the branch, Jack also got involved in sales in New York and New Jersey. Jack notes, “I am a New Jersey type of person. We’re a different breed!”

Jack maintained a lead role in New York and New Jersey as the warehouse eventually moved to Oakland, New

Jersey, and Amerex volume in those states has, Jack estimates, roughly doubled over the years. “It’s gotten more sophisticated over the years, so we can offer more product lines and support to distributors, but we’ve kept that hometown feel, too,” observes Jack. “It’s all been built on relationships. I’m from here, and I can relate to people around here. I understand the way business is done.” From helping local distributors expand product lines or make inroads with new types of customers thanks to new product

capabilities, Jack and Amerex have built a sustainable and growing operation in the Northeast. Jack’s expertise in fire extinguishers has gained such recognition over the course of his career that he recently wrote a chapter on extinguishers for a handbook for firefighters. Jack, thanks for your years of service and for being such a dedicated member of the Amerex family! You’ll be missed!

EMPLOYEE SPOTLIGHT

WADE TILLEY'S LIFE IN THE INDUSTRY



With more than 35 years of experience, Wade Tilley's knowledge is surpassed only by his passion for working with our distributors. Wade is Amerex's Regional Sales Manager for the South Central Region, and he's one of the people who makes Amerex the company we're proud to be today. To Wade, his job is summarized in three simple tasks: solve problems, build relationships and show gratitude. Wade works with distributors in his region to demonstrate that **Quality Is Behind the Diamond**.

A native of Conroe, Texas, Wade began his career in fire equipment in 1984, working for a friend's company. Wade moved to Dallas in 1985 to work in the shop at Texas Fire & Safety. He soon became a field technician for portable extinguishers, then worked with kitchen and industrial systems before becoming a service manager and, then finally moved to system sales. In 1996, Wade and his family moved to Colorado to continue in sales, focusing on mining operations and vehicle systems throughout the Mountain West. Soon, Dallas beckoned again, so Wade returned in 2005 working for various fire equipment manufacturers. Run-ins on the road led Wade to strike up a friendship with legendary Amerex sales representative Jim Hund. When Jim was ready to retire, Wade was approached about taking over Jim's role with Amerex. Wade went through our hiring process and eventually decided it was the right move.

A trip to our headquarters in Trussville, Alabama, sealed it: Amerex was the place. "I saw on my visit that the people at Amerex are really special. The products are spectacular, but the people make Amerex, make the company what it is and give it its reputation in the marketplace. The culture is special. People do



business with Amerex because of the people, not only the product. I had an opportunity to join the premier manufacturer of fire equipment, and we decided to make the move," reflects Wade.

Amerex culture is built by people like Jim and Wade who forge special relationships with our partners. "Right away, as I was making sales calls during the transition with Jim, I saw that Amerex does things differently. Jim was walking through the door and hugging people. With Amerex, there was a different feel, a sense of truly sharing the same goals and being partners. Amerex has delivered on their promises – quality, integrity and consistency," Wade notes.

Wade helps fulfill those promises with a focus on service. Regional Sales Managers like Wade listen to our



WADE TILLEY
REGIONAL SALES MANAGER |
SOUTH CENTRAL REGION

distributors and the messages they hear from end-users. They stay connected to our distributors and are always available to solve challenges proactively. “When they call or email, distributors know they’re going to hear back from me soon. They don’t have to figure out who my boss is and email him three days later because I never got back to them. We take a proactive approach and try to provide seamless cross-functionality for customer inquiries, whether it’s shipping, quality control, technical questions, customer service, you name it. I try to also be the voice of the customer and share news, challenges or praise with the rest of the company.”

To Wade, Amerex’s culture separates it from competitors. He acts as a conduit of Amerex culture in every interaction with our customers.

“**THE PRODUCTS ARE SPECTACULAR, BUT THE PEOPLE ARE REALLY WHO MAKE AMEREX, MAKE THE COMPANY WHAT IT IS AND GIVE IT ITS REPUTATION IN THE MARKETPLACE.**”

“The name Amerex has always been associated with quality. They delivered that from the beginning. We carry that through and build the Amerex culture with the customer. It’s all connected to the quality of the product,” says Wade. Wade’s role also includes helping spread the word about new products, such as our new STRIKE Electronic Control System for the KP restaurant fire suppression system and the Z-Series line of high-performance hand portable fire extinguishers.

Wade has found quick interest in the STRIKE ECS from restaurant system distributors. “STRIKE is innovative, creative and ahead of its time in a really smart way. No code authority currently requires electric detection or actuation, but it’s clearly where the industry is moving,” Wade observes.

“It’s another tool in a distributor’s kit to save restaurant operators time, effort and money.”

Regarding the Z-Series high-performance product line, Wade remarked, “Rarely do you see a manufacturer develop and celebrate a product that’s less expensive than the existing product – that’s what we’ve done with the Z-Series. Everyone I’ve shown it to sees the retention in product value and appreciates our efforts to reduce their cost. I’ve got a lot of distributors throughout the Gulf Coast, where you have a lot of salt corrosion. Many are already buying this product, and it only launched in June. We’ve already sold hundreds of them because we’ve got UL verification behind these corrosion resistance claims, not just some numbers that we put on a marketing brochure. The fact that Amerex went through the UL verification process with Z-Series makes a statement.”

Wade, thanks for helping Amerex put **quality behind the diamond!**



WITH KITCHENS ON WHEELS, AMEREX ROLLS ALONG



Jonathan: Mike, thanks for taking the time to speak with me. How'd you get into the food truck business?

Mike: I worked for another food trailer company first. I ended up there to put together a plan to in-source all their business, since they had been outsourcing all their sales. I ended up implementing that plan and working for them, but I knew all I wanted to do was run my own business. I never knew what I would do, but knew that it'd be in manufacturing. At the other food trailer company, I saw some things that I would do differently. It's an interesting industry, always changing. I enjoy the variety and working with

Amerex's Jonathan Carter recently spoke with Mike Shiyanenko, owner and president of Golden State Trailers, about the food trailer industry and how Amerex's KP restaurant fire suppression systems help his business grow. Golden State Trailers, based in Oakland, California, is co-owned by Mike, his wife, Irina, and her father, Vasiliy Yushchuk. The three co-owners have built their business from the ground-up over the last three years. With the help of their fire equipment distributor, Jorgenson Company, Golden State puts only Amerex KP systems in their food trailers. Read Jonathan's Q&A with Mike.

different customers. I would not like doing the same thing over and over, so I enjoy that every trailer, customer and project is unique. That's how I got into food trucks and trailers – a desire to be my own boss, but also a desire to make high-end trailers and make them efficiently.

J: How'd you start your own business, Golden State Trailers?

M: It started with a backyard trailer. We didn't advertise ourselves. We wanted to spend as much time as we needed to develop a product that we were proud of. Our motto is constant improvement, so with every product

we build, we look at what worked and what we can do better. We're always getting customer feedback. Looking back, there have been countless improvements in how we get the materials, material handling at the





shop, efficiency, construction, you name it. A lot has changed since we built that first trailer in the backyard. All those improvements help with the business. Customers appreciate that quality.

J: How has your business grown?

M: This November will mark two years since we incorporated. The first two and a half months after we began were spent designing and determining the process. As far as sales go, at the end of June this year, we'd already done the same revenue that we did total last year. So, we're on track to double revenue year-over-year. We haven't been advertising much because we're producing at capacity from word of mouth, but we're improving our efficiency in this space and are moving to a larger one. I'm hoping that next year we'll be able to double again.

J: Tell us about some of your most notable customers.

M: We get customers in a variety of types of business. It can be a really profound experience because most of our customers' entire businesses are these trailers. We're building them a business and a livelihood. One unique story we had is a family who had a business in Paradise, California, whose business burned down. The community loved them so much that there was a lot of popular will for them to come back. They eventually found us, and they were so appreciative of our process. They'd lost so much, and building a trailer for them, hearing how happy they are with the trailer



and how happy they are working out of it, it's such a great feeling. It was so gratifying to provide something positive for them after they had such a difficult two years. It's a growing industry, and every customer is unique. Every trailer is so customized for the customer that by the end, through all the design and permitting process, we're friends.

J: What kind of fire risks do your customers face and what's the permitting process like?

M: The permitting process varies from state to state. Each one has to go through a food safety permitting

process in its county. Some states don't have any fire suppression requirements, and some do. Most of those that do use national standards. In California, there's a physical inspection of the structural integrity of the trailer – welding, frame, electrical, anything that's on the walls. Next, there's a fire suppression inspection and finalization process or what technicians call a "system final." Amerex helped us with that. They helped develop a process with an Amerex Distributor to do the final fire system testing and inspection. Then the customer takes possession and there's the health inspection. I love the fact that I can always dial Jamie Knowles, Restaurant Systems Sales Manager, and get help and advice on a fire suppression system. He's got a wealth of knowledge, and I pick his brain a lot and appreciate him letting me do that. We customize the Amerex system based on the fire risks of the particular business we're building a trailer for. It's been a great relationship.



PRODUCT UPDATES



2019 has been a rewarding year for hand portable and wheeled extinguishers. Amerex had remarkable sales in wheeled units in the first three quarters of 2019, and that trend is not slowing down. Much of this growth can be attributed to the military's need for clean agent solutions, such as Halotron I and Novec 1230 wheeled units. Also, the need for consistent delivery of high performance wheeled units for industrial users is driving customers to Amerex. We have worked diligently to increase production capacity to accommodate this increased demand. Due to advances in manufacturing processes and supply chain procedures, we have quadrupled our manufacturing capacity of wheeled units from 2018.

In May, Amerex introduced a new generation of high performance extinguishers: the Z-Series. The Z-Series is the latest innovation to the high performance product line, a family of durable life safety products for extreme fire hazards. This product innovation was motivated by our desire to support our partners in the most rugged industrial settings, such as the oil & gas industry, coastal environments, mining, waste management and other harsh environments. We

devoted thousands of research and development hours to designing, testing and implementing a new paint process for these extinguishers using a zinc-rich primer. The resulting product has a better environmental impact, shorter lead times, smoother finish and equivalent UL ratings to galvanized units, all at a lower cost to consumers. To demonstrate our commitment to true corrosion resistance, we conducted verification testing with UL. The result of these substantial investments is a product that can withstand up to 12 years of simulated severe corrosion.

Core products, such as multi-purpose ABC extinguishers have also been an area of focus. Amerex has invested valuable R&D hours to drive costs out while maintaining the quality our partners expect. Furthermore, we have successfully completed a



substantial effort to be able to promise shipment of core products within three days. Reach out to an Amerex sales team member to learn more.

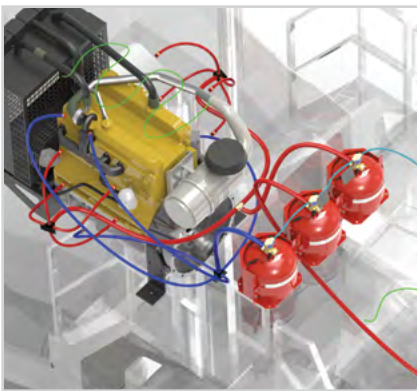
We encourage you to keep an eye on the Amerex website, social media and other communications for announcements and information about our new products and other updates!

PORTABLE EXTINGUISHERS



VEHICLE FIRE SUPPRESSION SYSTEMS

2019 continues to be a year of innovation and industry involvement as Amerex works diligently to lead the vehicle fire suppression industry through product advancements and supporting life safety requirements.



On the industry front, government officials across the country are lobbying for better safety systems in school buses, with requirements for fire suppression being a major component of new safety regulations. A bill introduced by U.S. Rep. Steve Cohen (Tennessee) and Sen. Tammy Duckworth (Illinois) directs the U.S. Department of Transportation to implement new school bus safety rules, including a requirement that school buses be equipped with fire

suppression systems and a firewall to keep engine fires from spreading to the passenger compartment. Amerex is working hard to support these government officials and others around the country who advocate for better protection of children using school bus systems.

In fact, Amerex has equipped school buses with fire suppression systems for decades. Our Small Vehicle Systems (SMVS) kit, which is designed for small buses with front engines, is ready to ship and fits most school bus applications. In addition to federal government officials lobbying for fire suppression, many local Authorities Having Jurisdiction (AHJs) are requiring fire suppression systems on school buses, especially vehicles that transport the mobility-impaired. Check with your local AHJ to learn requirements in your area, and let us know how we can support you.

We are also engineering a new fire-fighting agent for vehicle systems that will be launched into the market in the coming months.



Amerex researched and developed AVT™, an alternative to powder agents, to meet the growing need for an environmentally friendly solution. AVT™ is a blended, gaseous fire-fighting agent that is designed and tested to suppress engine fires by total flooding of the engine compartment and leaving minimal residual powder. It will be suitable for Class A, B and C fire hazards, all of which are in engine compartments. Look out for an announcement on this new product!



PRODUCT UPDATES CONTINUED

KITCHEN AND INDUSTRIAL FIRE SUPPRESSION SYSTEMS



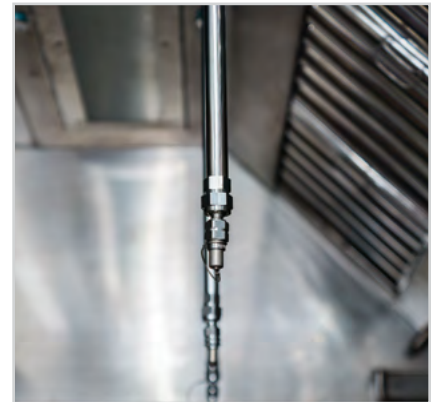
This year continues to be one of innovation and a focus on product efficiency and ease of use in the Kitchen and Industrial space. This will pay dividends in the years to come for our Kitchen and Industrial products. Our new product manager, Michael Gaston, comes to us from engineering and production on the plant floor and is bringing a fresh look at our lineup. Jamie Knowles continues to play a critical role in our Kitchen and Industrial systems as the Sales Manager.

An emphasis on ease of use and efficiency continues to make it simple for you to choose Amerex in

all kitchen and industrial applications. To this end, we completed an updated component booklet to help easily access overviews and descriptions of all the key components of a KP system, including STRIKE. You can even quickly access it in the **McWane Pocket Engineer app**. We are in the final stages of building an estimator that distributors can use to quickly generate quotes with bills of materials that will compare appliance-specific and Zone Defense set ups. Finally, we have established a new tech support hotline at (205) 508-6400 to support all Amerex products. We hope these additional resources will make it even easier for you to choose Amerex.

On the R&D front, we have some exciting new projects that are in the pipeline, which were selected based on customer feedback. These projects have the goal of making Amerex kitchen and industrial systems easier to work with. For

kitchen systems specifically, we are developing solutions to better defend against fire hazards in domestic and international kitchens.



As always, we encourage you to look at the event calendar for training dates to become certified on kitchen and industrial systems. If you're interested, login to our training site for more info, or contact your regional sales manager to sign up!





MILITARY SYSTEMS



Amerex Defense continues to serve the needs of our U.S. military and its allies by fulfilling the requirements for ground vehicle fire and explosion suppression, hand portable extinguishers and wheeled extinguisher units for flight line applications. There continues to be growth in sales of the very successful Oshkosh Defense JLTV tactical wheeled vehicle, for which Amerex Defense is very proud to provide the in-vehicle fire suppression system.

Clean agent wheeled units have also been in particularly high demand from the U.S. Navy and Marine Corps in 2019, and the first quarter of 2020 is projected to be strong, too. Clean agent units, such as the popular Novec 1230 unit, suppress fire(s) without causing substantial damage to the machinery. These wheeled units are essential to the protection of lives and property of military flight lines across the globe.

The Amerex product development team has been busy working on defense product offerings. Since our last newsletter, two military-specific hand portable extinguishers have been made available to the US Army – the Model 321 and the



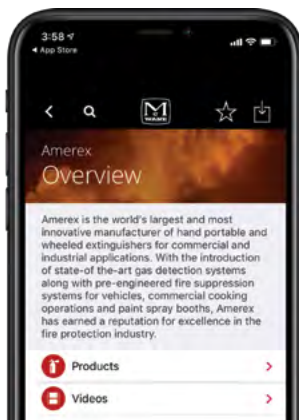
Model 267. These are the result of Amerex innovation meeting the very specific requirements for products to be installed in our military's fighting vehicles. We are pleased to be relied upon as a trusted manufacturer.



REMAINING TRADE EVENTS 2019

Event Description	Location	Dates
CALSAFE Annual Meeting	Monterey, CA	Oct. 4-5
Restaurant and Industrial Systems Training	Dallas, TX	Oct. 16-17
AUSA Annual Meeting and Exposition	Washington, DC	Oct. 14-16
North Carolina Association of Fire Equipment Distributors Conference	Charlotte, NC	Oct. 16-17
Pennsylvania Association of Fire Equipment Distributors Conference	Pennsylvania	Oct. 16-18
Restaurant and Industrial Systems Training	Baltimore, MD	Oct. 22-23
International Boat Show	New Orleans, LA	Dec. 4-6
Restaurant, Industrial, and Vehicle Systems Training	Trussville, AL	Dec. 3-5

Stay tuned for more information about programs and events near you in 2020.



POCKET ENGINEER

Download the McWane Pocket Engineer app to keep all the information you need at your fingertips on your mobile device.



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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