



FALL 2026

# Inside THE Diamond



**It is CRITICAL to use the RIGHT EXTINGUISHER for the RIGHT APPLICATION**



**Z-Series**

**USED FOR:**

- Oil and Gas
- Construction Sites
- Mining Operations
- Coastal and Marine Environments
- Agriculture
- Work Trucks
- Industrial Climates
- Waste Management Processes



**ABC Dry Chemical**

**USED FOR:**

- General Building Protection
- Office Buildings
- Retail Stores
- Warehouses
- Woodworking Shops



**Class K**

**USED FOR:**

- Commercial Kitchens
- Food Trucks



**Water Mist**

**USED FOR:**

- Hospitals
- Museums & Libraries
- Clean Rooms
- Auditoriums



# INSPIRING FUTURE BUSINESS LEADERS

*The McWane Way*

Quality is Behind the Diamond®



## A Letter from Harrison Bishop

For more than a century, the companies of McWane have been guided by a simple conviction: the way we do our work matters as much as the work itself. The McWane Way Compass puts that conviction into practice through eight principles every team member lives by: Safety, Environment, Accountability, Excellence, Trust, Teamwork, Communication, and Leadership. Like any compass, it is most valuable when the path ahead is unfamiliar. It does not answer every question, but it reliably points us in the right direction.

Each principle matters equally, and safety touches every part of our work, from the plant floor to the field. That shared effort earned Amerex the 2025 McWane Outstanding Safety & Health Performance Award for Fabrication (page 4). The recognition places our program among the strongest across all McWane facilities, and it belongs to every member of our team. Safety at Amerex is a commitment each of us renews every day by looking out for

and Buster Woody and Chris Bullock were recognized for Teamwork and Communication. Their examples remind us that our principles are visible in the daily choices of the people who build, sell, and support our products.

The McWane Way is such an important part of our culture that we incorporated the compass into our new Amerex storefront at the Junior Achievement BizTown, part of the McWane Economic Education Center that opened in Birmingham this June (page 17). The center reflects Will McWane's commitment, as lead supporter of the project, to creating opportunities for future generations. That commitment is consistent with how McWane has always operated: building companies and communities that endure for generations. Inside BizTown, sixth-grade students will run the Amerex business themselves, assembling fire extinguishers; learning about manufacturing, quality, and workplace safety; and then selling their products throughout the city.



**Harrison Bishop**  
**PRESIDENT AND CEO**

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**“ Safety at Amerex is a commitment each of us renews every day by looking out for one another. ”**

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one another.

We also make a point of celebrating the people who bring The McWane Way to life. Through our quarterly Diamond Awards, we recognize team members whose everyday actions set an example for others (page 10). Earlier this year, Roberto Maldonado and Chad Mayfield were recognized for Trust and Safety,

With more than 20,000 students expected each year, the center will introduce many young people to careers they may never have considered.

Leadership also carries us to Washington, D.C. Amerex has long been a member of the Fire Equipment Manufacturers' Association, and this year our team joined fellow

members on Capitol Hill for the Congressional Fire Services Institute's Annual Fire and Emergency Services Symposium (page 6). As Ben Pitts explains in his message (page 5), these conversations help lawmakers understand the essential work you perform every day. When decisions affecting fire and life safety are made, your perspective belongs in the room, and we work to make sure it is there.

This issue also introduces our partners at DK Brandteknik in Denmark (page 12) and Allstate Fire in Missouri (page 20), whose stories show what trust and consistency can build over time. You will also find our newest products, the F3 and the Halotron BrX® Wheeled Units (page 22), along with our new Halotron® Recovery & Recycling Program (page 15).

Thank you for the trust you continue to place in Amerex and for being part of the Amerex community. 🌟

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FALL 2026



*Will McWane joins Junior Achievement of Alabama President Chip Reed, local officials, and community leaders to celebrate the grand opening of the Junior Achievement McWane Economic Education Center in Birmingham. The 30,000-square-foot facility will provide immersive, hands-on learning experiences for more than 20,000 students each year, helping prepare the next generation for success in work and life.*

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# Amerex Recognized for *Outstanding Safety & Health Performance*

Amerex has been named the recipient of the 2025 McWane Outstanding Safety and Health Performance Award for Fabrication, recognizing one of the top health and safety programs across all McWane facilities. The award reflects the dedication of team members across the organization and Amerex's continued commitment to creating a workplace where safety is everyone's responsibility.

"This recognition belongs to every member of the Amerex team," said Harrison Bishop, President and CEO of Amerex. "Safety is not a program; it's a value that guides how we work every day. Earning this award reflects the commitment our team demonstrates in looking out for one another and striving for excellence in everything we do."

Amerex celebrated the achievement during its annual fall gathering, where employees came together for an afternoon of food, fellowship, and recognition of another outstanding accomplishment for the company. 🌟



LEFT TO RIGHT: Jay Ghelani, Carlos Robinson, Michael Gaston, Rachelle Anderson, Will McWane, and Harrison Bishop



# THE *PARTNERSHIP* BEHIND THE TAG

For those of us in the fire equipment industry, it's hard not to notice a fire extinguisher when we walk into a building. And when that extinguisher carries the Amerex name, our eyes often go straight to the inspection tag. That tag tells the story of work we never see: someone selected the right extinguisher, installed it properly, inspected it, maintained it, and signed their name to the job. That is your work, and it's why the tag means as much to us as the extinguisher itself.

We have a lot of fun with our #AmerexIsEverywhere contests, like the current Game Day diamond hunt. But there is serious pride behind it, and it is pride in a partnership.

You are the ones in the buildings, on the calls, and in front of the customer, answering for the equipment long after the sale and carrying the relationship. When you stand in front of your customer, we are standing behind you. We know you depend on us to hold up our end of that, and it is why we invest the way we do — because when you buy an Amerex product, you are investing in more than an extinguisher. You are funding the engineering that keeps our designs current, the tooling that keeps our quality consistent lot after lot, and the people who answer your phone call when something needs an answer today. Our team works hard to hold costs down so those investments do not show up as surprises on your invoice, and our engineers keep an eye on the hazards showing up in the market, not just the market itself. New risks tend to arrive faster than the codes that address them, and we would rather be ready than be reacting. When data

centers took off, we already had an answer for you in the HT Series. That is what innovation looks like from where we sit — having a solution in hand the first time you get the call.

Some of that investment never shows up in a catalog. Amerex is an active member of the Fire Equipment Manufacturers' Association, and we spend real time and money helping legislators understand the work you do and why it matters. We serve on NFPA technical committees, where codes and standards get written, because decisions made in those rooms land on your trucks. When we are at that table, you are represented at that table.

We also keep building in the USA. Our plant, our people, and our quality control are here, and that is a decision we make on purpose every year.

We think you choose Amerex for reasons that hold up over time. The quality is consistent. Parts and service kits stay backward compatible, so a unit you installed years ago is still a unit you can service today instead of replace. The product performs in the field, and when you need support, you get a person who knows the answer.

That is the partnership we are after — you taking care of the customer, us taking care of the product and the industry behind it. Thank you for your business, and for the work you do every day. 🌟



## Advocating Fire Safety on Capitol Hill

As a longtime member of the Fire Equipment Manufacturers' Association, Amerex believes industry involvement is an important part of serving our customers and supporting fire and life safety. We attended the Congressional Fire Services Institute's Annual Fire and Emergency Services Symposium in Washington, D.C., earlier this year, joining other industry representatives to discuss key fire protection issues with lawmakers.

These conversations provided an opportunity to share the important role distributors play in protecting people, property, and communities every day. By participating in events like this, Amerex helps ensure the voice of the fire protection industry is heard as decisions are made that affect safety in buildings across the country.



*Representatives of the Fire Equipment Manufacturers' Association on Capitol Hill.*

## Reflecting on NAFED 2026

The 2026 NAFED Conference & Expo season gave the Amerex team several opportunities to connect with customers, distributors, and industry partners at events in Las Vegas, Atlantic City, and Cleveland. These gatherings continue to be some of the best opportunities we have to spend

time face to face with the people we serve and learn more about the challenges and opportunities they see in the field.

At each event, visitors stopped by the Amerex booth to learn about new products and share feedback. There was especially strong interest in the Amerex HT 551, and we appreciated the many conversations about current industry needs and how Amerex can continue supporting our customers.

Outside the exhibit hall, our

cocktail hours and ladies' networking events provided a chance to strengthen relationships and connect with colleagues across the industry. It was encouraging to see so many women leaders participating and helping shape the future of fire protection. Amerex participated in the conference education program, with Jamie Knowles, Industry Relations Manager, and Bill Jolbert, Vehicle Sales Director, leading presentations during the conference.



LEFT TO RIGHT: Brayden Banks, Kyle Watson, Jay Ghelani, Brannon Paulk, Jacob Johnsey, Garth Embree, Mike Powell, Susan Ray, Evan Cupples, Gidget Yeager, Garth Legvold, Bill Jolbert, Wade Tilley, Ben Pitts, Harrison Bishop, Nancy Heard, Riley-Kate Justice, Kim McGuire, and Pat Goodnow

## New Products, New Connections: Amerex at NFPA 2026

In June, members of the Amerex team traveled to Las Vegas for the 2026 NFPA Conference & Expo. The conference brought together thousands of professionals from across the fire protection, electrical, and life safety sectors to learn about emerging technologies, discuss code developments, and connect with peers from around the world. Industry sources estimated attendance at more than 5,000 professionals, while the Expo featured more than 420 exhibitors and over 130 educational sessions.

For Amerex, the event provided an opportunity to strengthen relationships with customers, distributors, and industry partners while showcasing the company's latest innovations. "NFPA gives us valuable face-to-face time with customers and partners from across the industry," said Ben Pitts, Vice President – Sales & Marketing. "It's an opportunity to have meaningful conversations, better

understand customer needs, and demonstrate the depth of expertise Amerex brings to fire protection. We are also proud to have a strong presence within NFPA through the many Amerex employees who actively serve on technical committees and help shape the future of fire safety."

A highlight of the week was a live social media broadcast from the Expo floor hosted by Brayden Banks, Product Manager for Portable Fire Extinguishers. During the Facebook Live event, Brayden introduced two of Amerex's newest products, the F3 and the Halotron BrX® Wheeled Units, giving customers and followers a first look at the latest additions to the Amerex product portfolio. The broadcast extended the reach of the Expo beyond Las Vegas and allowed those unable to attend to stay connected with product developments.

Throughout the conference, the Amerex team participated in educational sessions, customer meetings, product demonstrations, and networking events that help drive innovation across the industry. The annual gathering continues to be an important venue for sharing knowledge, building relationships, and advancing the fire and life safety mission that unites professionals throughout the industry.



LEFT TO RIGHT: Chris Nichols, Kendall Pate, Susan Ray, Bill Jolbert, Mike Powell, Ben Pitts, Christian Groff, Jay Ghelani, Evan Cupples, Bill Silva, Brayden Banks, and Kim McGuire

## AIA 2026

Amerex exhibited at the AIA Conference on Architecture & Design in San Francisco, one of the premier events for architects, designers, and building industry professionals. Thousands of attendees visited the expo to explore new products, technologies, and ideas shaping the future of the built environment. At the Amerex booth, our team had the opportunity to meet with architects from across the country and discuss the critical role fire protection plays in building design. These conversations helped bridge the gap between life safety requirements and real-world design challenges while highlighting solutions that support both

code compliance and occupant safety. The event provided a valuable opportunity to build relationships, share expertise, and reinforce the importance of fire safety early in the design process.



LEFT TO RIGHT:  
Mike Powell and  
Garth Embree

## Florida Fire Equipment Dealers Association

This summer's Florida Fire Equipment Dealers Association (FFEDA) Conference was a memorable one for the Amerex team. The event marked Bobby Agee's 25th FFEDA Conference and Earl Bradberry's first, highlighting both long-standing industry relationships and the next generation of leadership. As a longtime supporter of FFEDA, Amerex values the opportunity to connect with dealers, distributors, and industry partners from across the state.



LEFT TO RIGHT: Bobby Agee and Earl Bradberry



LEFT TO RIGHT: Steven Evans and Chris Nichols

## Interschutz 2026

This summer, Amerex traveled to Hannover, Germany, to exhibit at Interschutz 2026, one of the largest gatherings in the world for the fire and emergency services industry. The show featured manufacturers, emergency response organizations, fire departments, rescue services, and safety companies from across the globe. Throughout the week, our team met with business partners and fire protection professionals from dozens of countries, exchanging ideas and discussing the future of the industry. The event offered a valuable opportunity to strengthen international relationships while showcasing the innovations driving fire and life safety forward. 

## Habitat for Humanity

At Amerex, giving back is an important part of who we are. Our team members partnered with Habitat for Humanity for a home build in the Birmingham area, dedicating two days to helping move the project forward. From working alongside fellow volunteers to supporting a future homeowner's journey, the experience was a meaningful reminder of the power of community and teamwork. As Cortnee Nix, Trade Compliance Specialist, shared, "Habitat for

Humanity was a super hands-on experience that showed me the value of teamwork, communication, and community. Working alongside fellow volunteers taught me new skills and reinforced how people can come together, support one another, and achieve a common goal that makes a lasting impact." Amerex is proud to support efforts that help create safe, stable housing and strengthen the neighborhoods we call home.



LEFT TO RIGHT: Mike Powell, Billy Stephenson, Gidget Yeager, Habitat for Humanity Team Member, Wendy Little, Madelyn Kim, Cortnee Nix, Maddelyn Nix, and Maggie Espinoza



ABOVE: Volunteers raise walls at the Habitat for Humanity home build. AT LEFT, LEFT TO RIGHT: Richie Ault, Tyler Deagon, Jacy Whitaker, Michael Graham, Elena Alarcon, Chase Arrington, Mohammed Al Amin, and Kendall Pate

## School Backpack Program



LEFT TO RIGHT: Donna Cornwell and Alena Jen

Amerex was proud to help local students prepare for the school year through our annual backpack program. Our Human Resources team distributed backpacks filled with essential school supplies to employees who requested them for their children and grandchildren. Each backpack was designed to help students begin the school year prepared and ready to learn. In total, 250 backpacks were distributed!



LEFT TO RIGHT: Nicole McMickens, Meagan Hyde, and Catie Witte

## Extreme Classroom Makeover

Amerex is pleased to announce the recipients of its 2026 Extreme Classroom Makeover program, an annual initiative that helps local educators create learning environments that better support student success. This year, three outstanding teachers were selected based on their dedication to students, innovative teaching approaches, and plans to enhance their classrooms.

This year's winners are Catie Witte, a fifth-grade teacher at Paine Elementary School; Meagan Hyde, a special education teacher at Ashville Elementary School; and Nicole McMickens, library media specialist at Shades Valley High School. 

## Making a Difference Beyond the Workplace

To celebrate Earth Week, employees from Amerex partnered with the Cahaba River Coalition for a cleanup at the Cahaba River National Wildlife Refuge. Team members traded their desks for paddles, working on land and canoe to remove litter and debris from one of Alabama's most treasured natural resources.

Volunteers collected a variety of waste, including plastic bottles, Styrofoam, and soda cans, while helping protect the local ecosystem. Along the way, the team was rewarded with a glimpse of the season's first blooms of the iconic Rocky Shoals Spider Lily.

This cleanup reflected Amerex's commitment to environmental stewardship, community involvement, and making a positive impact beyond the workplace.



*Amerex team members participate in the Cahaba River cleanup*

## Diamond Award Winners

The Amerex Diamond Awards program recognizes employees each quarter who model the McWane Way Compass points and contribute to a culture of Safety, Environment, Accountability, Excellence, Trust, Teamwork, Communication, and Leadership.



**TRUST & SAFETY FIRST QUARTER-2026** ROBERTO MALDONADO  
Setup Technician - **Trust**; CHAD MAYFIELD Manufacturing Engineer - **Safety**



**TEAMWORK & COMMUNICATION SECOND QUARTER-2026** BUSTER  
WOODY Department Coordinator for Powder Extinguishers - **Teamwork**;  
CHRIS BULLOCK Regional Sales Manager – Northeast - **Communication**

## McWane Scholarship Winner

Kaitlin Davis, daughter of Amerex team member Billy Davis, was recently presented with the McWane Dependent Scholarship at the St. Clair County High School awards ceremony. 





## New KP/IS Applications Engineer

Amerex welcomes Thomas Mahand as a new Applications Engineer. In this role, he serves as a trusted technical resource for

customers and distributors, helping troubleshoot, design, and configure kitchen and industrial fire suppression systems. A Birmingham native, Thomas earned a Bachelor of Science in Mechanical Engineering from the University of Alabama at Birmingham.

Thomas brings eight years of experience in technical support, troubleshooting, and manufacturing operations, where he honed his ability to solve complex problems. Before entering manufacturing, he worked at a local wing and soul food restaurant, an experience that gave him firsthand exposure to commercial kitchens and the environments where many KP systems are installed.

Thomas was drawn to Amerex by its welcoming culture, customer-focused commitment to quality, and the opportunity to contribute his engineering skills while continuing to grow professionally. It feels especially meaningful because both his mother and grandmother have worked for the company for more than 20 years.

Growing up, he often noticed Amerex products wherever he went and would check the label with pride. Today, he takes pride in helping customers feel confident that Amerex products and systems will perform as designed when needed most, while also sharing customer feedback that supports continuous improvement and innovation.

"Thomas brings a wealth of hands-on experience, a strong technical foundation, and an eagerness to learn that makes him a natural fit for this role," says Jacob Johnsey, Product Director – Fire Suppression Systems. "His drive, professionalism, and commitment to serving customers position him for long-term success, and I look forward to seeing him grow into a leader within Amerex and the industry."

Outside of work, Thomas enjoys running with Birmingham's Alchemy Run Crew, where he combines fitness, networking, and community. He also loves spending time with his 10-month-old twin sons, Silas and Elias, who keep him busy and inspired every day.



## Newly Created Marketing Role

As the newest member of the Marketing team, Cameron Thomas has stepped into the role of Communications Specialist,

bringing experience in digital marketing, social media management, video production, and public relations. His diverse background and passion for communication make him a natural fit as he helps tell the Amerex story and connect customers, distributors, and end users with important fire safety information.

Before joining Amerex, Cameron built experience across several industries, including serving as a video editor for People Inc. (formerly Dotdash Meredith), where he worked on content for well-known brands such as *Entertainment Weekly* and *Martha Stewart Living*. He also worked as a Digital Marketing Coordinator for Jack's Family Restaurants, helping manage the company's digital presence and communications efforts.

As a Communications Specialist, Cameron's responsibilities include managing Amerex's social media channels, creating digital content, supporting email marketing campaigns, and assisting with website and webstore audits. His diverse experience allows him to contribute across multiple areas while collaborating with teams throughout the company.

"Cameron's background in content creation, communications, and digital marketing brings a valuable skill set to our team," says Susan Ray, Marketing Director. "He's eager to learn more about the industry, quick to jump in, and already making contributions across a variety of projects."

What attracted Cameron to Amerex was the opportunity to work for a company whose products make a meaningful difference every day.

"The opportunity to be part of a company that helps save lives was something that really stood out to me," Cameron says. "Knowing that my work may help someone in a time of need gives a greater sense of purpose to what I do."

Outside of work, Cameron enjoys reading, studying history, gardening, going to the gym, following Alabama football, and spending time with his family and dog. 

## DK Brandteknik: Bringing Modern Kitchen Fire Protection to Denmark

**W**hen Jesper Mortensen founded DK Brandteknik in 2000, the company operated from a single service van and focused on portable fire extinguisher service. Some of the company's first orders came from the Danish Armed Forces. More than two decades later, the family-owned business has grown into a nationwide provider of comprehensive fire protection solutions, serving customers across Denmark and supporting projects in the Faroe Islands and Greenland.

Mortensen gradually built the business through technical knowledge, dependable service, and strong customer relationships. Over the years, the company has evolved from a small fire extinguisher service provider into a nationwide fire protection partner offering portable equipment, fire hose reels, and specialized suppression systems for commercial kitchens, gas hazards, CO<sub>2</sub> applications, and other risks.

Today, DK Brandteknik employs approximately 25 people and offers a full range of fire protection services, including portable fire extinguishers; fire hose reels; fire safety consulting; risk assessments; and system design, installation, commissioning, inspection, and ongoing maintenance. While the company's capabilities have expanded significantly, its mission remains the same: helping customers protect people, property, and business

**A FAMILY-OWNED FIRE PROTECTION COMPANY IS COMBINING LOCAL EXPERTISE WITH AMEREX TECHNOLOGY TO SERVE A GROWING MARKET.**

operations through dependable fire protection solutions.

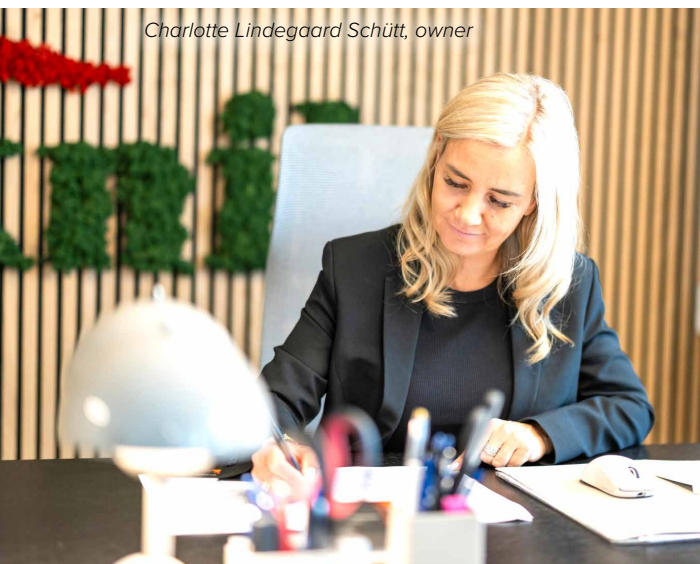
Ownership has now transitioned to the next generation, with Mortensen's children, Charlotte and Christian, carrying the business forward while maintaining the values that helped establish its reputation across Denmark.

As commercial cooking operations have become larger and more complex, demand for specialized fire protection systems has increased throughout Denmark. DK Brandteknik recognized the opportunity and began expanding its focus on commercial kitchen fire suppression, investing in technical expertise, training, inventory, and nationwide service capabilities.

In its search for a modern kitchen protection solution, the company sought a system that would meet evolving European standards while providing flexibility, strong technical documentation, and long-term value for customers. Those requirements ultimately led DK Brandteknik to Amerex Kitchen Protection Systems.

According to DK Brandteknik's COO Troels Møller Olsen, the company was looking for more than just another kitchen suppression system. "We wanted a solution that was modern, thoroughly tested, and

*Charlotte Lindegaard Schütt, owner*



**“ Amerex gave us confidence not only in the technology itself, but also in the technical support and long-term partnership behind it. ”**

**TROELS MØLLER OLSEN**

designed to meet the changing requirements of the European market,” he says. “Amerex gave us confidence not only in the technology itself, but also in the technical support and long-term partnership behind it.”

The combination of proven wet chemical technology, UL 300 experience, EN 17446 certification, flexible system design, and modern linear heat detection made the Amerex system a strong fit for DK Brandteknik and its customers.

Although the partnership is relatively new, DK Brandteknik has already invested heavily in Amerex product training, inventory and market development. The company sees Amerex as a long-term strategic partner as it continues to grow its presence in commercial kitchen fire protection throughout Denmark.

Commercial kitchens present unique fire protection challenges. Kitchen layouts change frequently, appliances are added or replaced, and cooking operations evolve over time. According to DK Brandteknik, one of the biggest risks is that fire protection systems are not always reviewed when kitchen modifications occur.

The flexibility of the Amerex Kitchen Protection System has helped address many of these challenges. “One of the system’s greatest advantages is its flexibility. It can be adapted to many different kitchen layouts, hood dimensions, and appliance configurations,” says Olsen.

That flexibility becomes especially important in retrofit applications, where space constraints and existing building conditions can complicate installation. By adapting nozzle placement, detection methods, and system capacity to fit the specific hazard, DK Brandteknik can design solutions that provide effective protection without disrupting normal kitchen operations.

Customers also appreciate features such as automatic gas and electrical shutdowns, reliable fire detection, and predictable service costs. For larger organizations, the ability to work with locally trained technicians and receive ongoing support adds another level of confidence.

DK Brandteknik has already introduced Amerex Kitchen Protection Systems into a variety of commercial

settings, including restaurants, hotels, cafeterias, institutional kitchens, and other professional food service facilities. One notable project involved City 2, a major shopping center where the company installed Amerex Kitchen Protection Systems in all 18 restaurant locations. The success of that project has opened doors to additional opportunities with shopping center operators across Denmark.

The company has also completed two Amerex Kitchen Protection System installations at Hotel Marienlyst and continues to pursue opportunities with hospitality groups, institutions, and national restaurant chains.

As awareness of commercial kitchen fire risks increases among building owners, consultants, and insurance companies, DK Brandteknik is seeing growing interest in documented, certified fire suppression solutions. The company believes this trend will continue as standards such as EN 17446 become more widely specified throughout the market. “We are seeing



# international SPOTLIGHT



***“Quality is not only what a product promises on the day it is installed. It is how reliably the entire solution performs and is supported throughout its lifetime.”***

**TROELS MØLLER OLSEN**

increased awareness among building owners, consultants and insurance companies,” Olsen adds. “Customers want documented, certified solutions that can be supported over the long term, and that trend is creating opportunities throughout the market.”

For DK Brandteknik, the future of kitchen fire protection centers on integration, intelligence, and documented performance. Modern systems are increasingly expected to provide more than suppression alone. Customers want solutions that integrate detection, gas shutoff, electrical shutdown, and ventilation controls into a complete safety strategy.

The company also sees growing demand for systems that offer long-term flexibility and lower lifecycle costs. As kitchens continue to evolve, operators need protection systems that can adapt alongside them without requiring

extensive redesign or replacement.

Looking ahead, DK Brandteknik plans to continue strengthening its technical capabilities, expanding service coverage, and increasing awareness of Amerex Kitchen Protection Systems throughout Denmark and neighboring markets.

When asked what “Quality is Behind the Diamond” means, Olsen’s response reflects his company’s commitment to customer service and technical excellence. “Quality is not only what a product promises on the day it is installed. It is how reliably the entire solution performs and is supported throughout its lifetime.”

DK Brandteknik plans to continue working closely with Amerex on training, technical support, market development, and future product opportunities. “We see Amerex as a long-term strategic partner,” Olsen says. “Our goal is to continue expanding Amerex installations throughout Denmark while strengthening our technical expertise, installation capacity, and nationwide service organization.”

For DK Brandteknik customers, that means confidence in a professionally designed system backed by both a local fire protection expert and a globally recognized manufacturer. For Amerex, it demonstrates how strong distributor partnerships are helping bring advanced fire protection solutions to new markets around the world. 



# Amerex Introduces New *Halotron® Recovery & Recycling Program*

Amerex is proud to announce a recovery and recycling program for Halotron® and Halotron BrX® fire extinguishers through a partnership with American Pacific Corporation (APC) and A-Gas. The program provides a simple, environmentally responsible way to recover agent from extinguishers that have reached end-of-life while returning reclaimed agent to APC for future use.

## GETTING STARTED

1

### Contact A-Gas

Reach out to A-Gas to enroll in the program and receive collection information and guidance. Contact Jonathan Zumwald by email Jonathan.Zumwald@agas.com; cell phone 567-644-2170, or office phone 800-372-1301

2

### Collect 10+ Units

Gather a minimum of 10 combined Halotron and Halotron BrX extinguishers. Collection containers are available from A-Gas.

3

### Choose Pickup or Shipment

A-Gas will work with you to coordinate pickup or shipment to an approved recovery facility.

4

### Recovery & Recycling

A-Gas transports and processes the extinguishers, recovers and weighs the agent, and responsibly disposes of the cylinders.

5

### Get Paid

Participants are compensated based on the amount of agent recovered and current market value.



**The Halotron and Halotron BrX Recovery & Recycling Program reflects Amerex's commitment to environmental stewardship and responsible resource management.** By recovering and reusing valuable clean agents, customers can simplify end-of-life extinguisher handling, reduce waste, and support a more sustainable future for the fire protection industry. 

# INDUSTRY RELATIONS *Update*

JAMIE KNOWLES, INDUSTRY RELATIONS MANAGER, SHARES WHAT'S NEW, WHAT'S IMPORTANT, AND WHAT TO KEEP AN EYE ON.



***Proper and timely disposal of fire extinguishers has never been more important to our industry.***

In the mid-1990s, when I started in the fire extinguisher business, part of my job was to empty and recycle old fire extinguishers that had been condemned. In doing so, I filled buckets with old dry chemical and placed them on a pallet. The disposal practice at that time was to take the dry chemical to the local landfills. However, the county where I lived had recently opened a waste incinerator facility and closed most of the area landfills. They were pushing everything to the new incinerator instead.

When I delivered the pallet to the county transfer station, I gave them the MSDS and asked where they wanted me to unload it. I even cautioned them about what was in the buckets and explained that the material was designed to extinguish fires. A couple of days later, I received a call from my boss asking where I had taken the pallet and who I had spoken with when I delivered it.

Evidently, they dumped the entire pallet into the incinerator at the same time, extinguishing the very fire that was supposed to be burning the garbage. Once he understood that I had delivered the pallet with MSDS and an explanation of its contents, my boss and I had a good chuckle. This story illustrates how important it is to communicate with the right people at the waste disposal facilities in your area. You may need to educate them on our products to determine the proper disposal methods.

The proper disposal of fire extinguishers is a labor-intensive challenge for fire equipment distributors. Letting extinguishers pile up and then searching for the cheapest way to dispose of them is almost always a losing proposition. Being proactive from the start is the best way to build a successful fire extinguisher recycling program.

Proper disposal should start with the sale of the new fire extinguisher that is replacing the one being removed from service. You should consider disposal costs in the price of the new extinguisher. Did you charge a specific disposal fee for the old extinguisher when you removed it from service? If so, is it a flat fee? Do you charge it the same for every kind of extinguisher?

***Consider other ways to offset the inevitable labor cost when an extinguisher is removed from service.***

**TRAINING**—Does the extinguisher still hold pressure? Are the handle and valve assembly still operational? If so, consider using the FE for training if local regulations allow fire extinguishers to be discharged for that purpose. This removes the pressure and dry chemical from the cylinder in a constructive and profitable way.

**REPAIR**—Can the extinguisher be repaired and put back into service? If so, that eliminates the disposal cost.

**RECYCLING**—Be proactive, and don't let extinguishers pile up. Fire extinguishers are generally made of recyclable materials like steel, aluminum, rubber, and plastic. Creating an area with recycling bins and a bucket or drum to collect discharged dry chemical makes it easy for technicians to disassemble the extinguishers the same day they are removed from service.

**ADVERTISING PROPER DISPOSAL**—Promoting proper disposal and recycling services, perhaps in conjunction with discounts on new extinguishers, can drive sales while helping offset disposal costs.

***There are consequences to the improper disposal of fire extinguishers.*** In areas where fire equipment distributors do not have strong recycling and disposal programs, the public may mistakenly believe it is acceptable to take fire extinguishers to Household Hazardous Waste (HHW) facilities. This is NOT where Amerex fire extinguishers should be disposed of as they are labeled for "Industrial or nonresidential."

To date, several states and local governments have passed Extended Producer Responsibility laws or ordinances that seek to shift the cost of disposal to manufacturers when products are dropped off at Household Hazardous Waste facilities. Los Angeles County and Vermont both include fire extinguishers in their EPR laws. In Vermont, officials cited specific examples and photographs showing large quantities of fire extinguishers being discarded through household hazardous waste programs.

The industry must control the end-of-life recycling or disposal of commercial fire extinguishers and prevent them from being dropped off at household hazardous waste facilities or entering the normal waste stream. If we don't, state and local governments will, and none of us are likely to welcome that outcome. 🌿



AMEREX INSPIRES

FUTURE BUSINESS LEADERS

AT THE NEW

**McWane Economic Education Center**



“Junior Achievement programs have been making a difference for years, but this takes the experience to a whole new level,” Reed said. “The immersive environment allows students to apply what they’ve learned in the classroom and create memories they won’t forget.”



Amerex plays a unique role in bringing those lessons to life. Inside JA BizTown, students won't simply visit an Amerex storefront. They'll run it. Sixth graders will take on real-world business roles such as CEO, CFO, sales manager, and engineer as they operate their own miniature economy for the day. At the Amerex business, students will gain hands-on experience assembling fire extinguishers, learning about manufacturing, quality, and workplace safety before stepping into another important challenge: selling their products to other businesses throughout BizTown.



Throughout the day, students will move between businesses, manage budgets, make purchasing decisions, deposit checks, and work together to keep their companies running successfully. The experience gives them a firsthand look at how businesses operate and how every role contributes to a company's success. For many, it may also be their first introduction to careers in manufacturing, engineering, operations, and fire protection.

Reed believes those experiences can have a lasting impact on students' futures.

"Junior Achievement isn't about telling every student they have to go to college," Reed said. "It's about helping young people understand the wide range of opportunities available to them, whether that's a skilled trade, technical training, or a college degree. Companies like Amerex help students see how a career can be built from within an organization and what educational pathways can help them get there."

For Amerex, supporting the center is about more than sponsoring a storefront. It's an opportunity to invest in the next generation and help students see how the skills they're learning in the classroom connect to real careers and real opportunities. Watching students build products, solve problems, collaborate with teammates, and engage with customers reflects the same principles that drive successful businesses every day.

Reed said creating those meaningful connections between education and career opportunities is what excites him most about Junior Achievement's mission.

"I want students to have a better opportunity to make meaningful educational decisions, set higher goals, and discover careers they may never have known existed."

Through its partnership with Junior Achievement of Alabama, Amerex is helping create memorable experiences that spark curiosity, build confidence, and inspire young people to imagine what their futures might hold. By connecting students with real-world career paths and hands-on learning, the company is helping prepare future workers, innovators, and leaders while strengthening the communities it serves. 🌟



## Built on Trust, Powered by Partnership

For nearly two decades, Allstate Fire has built its reputation on a simple principle: take care of people first. From its headquarters in Blue Springs, Missouri, the company has grown from a local operation into a trusted fire protection partner serving customers throughout the Midwest and Texas. While services, technologies, and territories have expanded, its commitment to protecting lives, supporting customers, and investing in employees has remained constant.

### A FOUNDATION FOR GROWTH

Founded in 2007, Allstate quickly established itself as a customer-focused organization dedicated to delivering quality fire protection solutions. In 2011, the company combined strengths with The Red Force, creating new opportunities for growth while maintaining the values and relationships that had driven the success of both organizations. Today, Allstate operates offices in Blue Springs, Austin, Houston, Fort Worth, Wichita, and Tulsa, providing consistent service and technical expertise across multiple markets.

For Executive Vice President Todd Thompson, who has been with the company since its founding, growth has never been measured solely by geography.

“Our philosophy has been to invest in our people first,” Thompson says. “Well-trained technicians create better customer experiences.”

That people-first approach has helped Allstate evolve from a single-service provider into a comprehensive life safety partner. Today, the company offers a broad range of fire protection products and services designed to help customers manage the full life safety needs of their facilities through a trusted provider.

**“Trust isn’t built through sales presentations. It’s built through consistency.”**

**TODD THOMPSON**



### A CULTURE BUILT AROUND PEOPLE

With 27 years in the fire protection industry, Thompson began his career as a service technician. That hands-on experience continues to shape the way he leads.

“I’ve never forgotten what it’s like to be a technician in the field,” he says. “Our technicians are the face of our company every day, and they deserve the tools, training, and support necessary to succeed.”

When asked what accomplishment makes him most proud, Thompson doesn’t point to expansion or revenue growth. Instead, he highlights the culture Allstate has created.

“One of the greatest compliments a company can receive is when former employees want to return,” he says. “We work hard to create an environment where people feel respected, challenged, and supported throughout their careers.”

That investment extends beyond technical training to professional development and technology, ensuring team members are equipped to solve customer challenges rather than simply complete work orders.

### A TRUSTED PARTNER FOR CUSTOMERS

Allstate’s approach to customer relationships is rooted in consistency and trust.

“Be good at what you do. Do what you say you’re going to do. Never promise something you can’t deliver,” Thompson says. He believes the strongest customer relationships are built through honesty, reliable service, and sound recommendations.

“Trust isn’t built through sales presentations. It’s built through consistency.”

By focusing on long-term partnerships rather than short-term transactions, Allstate strives to become a trusted advisor for every customer it serves. That philosophy also drives the company’s commitment to recommending premium solutions that provide lasting value and dependable performance over the life of a facility.

### WHEN PERFORMANCE MATTERS MOST

Thompson recalls a memorable example highlighting the importance of quality fire protection.

A Kansas City-area barbecue restaurant experienced a significant kitchen fire after closing when a damaged flexible gas connector allowed natural gas to escape and ignite. Flames quickly spread across the cooking line and into the hood plenum. Fortunately, the restaurant was protected by an Amerex KP Restaurant Fire Suppression System. The system detected the fire, discharged as designed, shut off the fuel supply, and extinguished the fire before it spread beyond the hood system. The restaurant was able to recharge the system and resume food preparation the following morning.

"It's an excellent example of why properly designed, properly maintained fire protection systems matter," Thompson says.

### A RELATIONSHIP BUILT TO LAST

Allstate's relationship with Amerex dates back to the company's founding in 2007, while Thompson personally has worked with Amerex products since 2001. Over the



Todd Thompson

***“Quality isn’t just about manufacturing. It’s also about standing behind your products and supporting the people who represent them every day.”***

**TODD THOMPSON**

years, he says the partnership has been defined by communication, reliability, and mutual commitment to quality.

"Amerex has remained a true partner for distributors like us," Thompson says. "They've consistently listened to the needs of the field, communicated openly, and worked collaboratively to solve problems."

Among his favorite products is the Amerex Strike System with Helix PCU technology, which addresses challenging applications such as cold-weather environments and complex installations. He also points to Amerex Water Mist extinguishers as an innovative solution that offers important safety and environmental advantages in many applications.

"Quality isn't just about manufacturing. It's also about standing behind your products and supporting the people who represent them every day."

### LOOKING AHEAD

As fire protection systems become increasingly sophisticated, Thompson sees technology continuing to reshape the industry. From integrated systems and intelligent controls to digital reporting and connected devices, today's technicians must be comfortable working in a more data-driven environment than ever before.

For Allstate, the future centers on continued investment in people, expansion of capabilities, and maintaining the trusted relationships that have fueled its success.

"Our vision is to be the company customers call when they want expert advice, premium products, and a true long-term partner," Thompson says. "If we continue investing in our employees, embracing innovation, and staying focused on customer partnerships, I believe the best years for Allstate are still ahead." 🌟



## Fluorine-Free Foam

The Amerex Fluorine-Free Foam (F3) extinguisher brings trusted Amerex fire protection performance to a new category, delivering fast vapor suppression and effective firefighting capabilities for both flammable liquid incidents and deep-seated Class A fires. Designed for demanding environments, the F3 performs well in confined spaces, maintains visibility during application, and adheres to vertical surfaces for improved control on tanks, walls, and equipment. Its strong cooling effect, smooth application, and resistance to reflash make it a versatile solution for laboratories, industrial storage areas, small engine shops, and other high-risk settings where rapid, dependable fire suppression is critical.



## Halotron BrX® Wheeled Units

The Amerex Halotron BrX® Wheeled Units deliver premium clean-agent fire suppression in a compact, highly mobile platform designed for demanding Class A, B, and C fire hazards. Available in 50-lb. and 120-lb. models, BrX provides expanded fire protection, higher fire ratings, and broader coverage while using less agent than comparable wheeled units. Its low global warming potential, minimal ozone depletion impact, non-conductive discharge, and clean-agent performance make it an ideal choice for sensitive environments where residue-free suppression is critical. Built with durable, heavy-duty components and engineered for reliability, BrX offers powerful protection with the quality and innovation expected from Amerex, helping protect valuable assets while minimizing environmental impact. 

## True Temp Detection Module

The Amerex True Temp Smart Heat Detection Module is a programmable heat detection solution designed for use with Amerex SafetyNet systems, providing smarter, more flexible fire detection for heavy equipment, industrial machinery, engine compartments, and other high-value assets. Using advanced RTD sensor technology, True Temp delivers real-time temperature monitoring, customizable warning and alarm thresholds, rapid response times, and historical data logging to help optimize system performance. Its adaptable design simplifies installation and can replace multiple fixed-temperature detectors, giving users greater control, improved visibility, and enhanced protection through one versatile solution.



# events 2026–2027



| EVENT DESCRIPTION                                          | LOCATION            | DATES          |
|------------------------------------------------------------|---------------------|----------------|
| Association of the United States Army                      | Washington, D.C.    | October 12–14  |
| Fire Equipment Manufacturers' Association Fall Meeting     | Savannah, GA        | October 14–16  |
| Transporting Students with Disabilities                    | Dallas, TX          | November 6–11  |
| Campus Fire Life & Safety Forum                            | College Station, TX | November 9–12  |
| KP/IS Training Class                                       | Birmingham, AL      | November 17–18 |
| VS Training Class                                          | Birmingham, AL      | November 19–20 |
| KP/IS Training Class                                       | Dallas, TX          | December 8–9   |
| VS Training Class                                          | Dallas, TX          | December 10–11 |
| 2027                                                       |                     |                |
| North American Association of Food Equipment Manufacturers | Orlando, FL         | February 11–13 |
| National Association of Fire Equipment Distributors        | Las Vegas, NV       | March 18–19    |
| National Association of Fire Equipment Distributors        | Atlantic City, NJ   | April 14–15    |
| National Association of Fire Equipment Distributors        | Indianapolis, IN    | May 6–7        |

# *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 privately owned and forward thinking, we are continuously innovating and investing for the benefit of our customers and those they serve.

## SERVICE

Amerex was founded on 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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