

# The Halon Herald

News from the halon & clean agent world

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We Sell Dry Chemicals!

**The Halon Herald**  
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**Chrissy Kosturski,**  
Editor-in-Chief

## FSSA Meeting Review Profitable and Informative

The annual FSSA Meeting was held from February 4-7, 2006, at the Westin Rio Mar Beach Resort, in Rio Grande, Puerto Rico. The meeting was a rousing success, bringing many clients, customers, and friends together, not only to learn, but to socialize and unwind as well!

Throughout the few days the meeting was held, several insightful and informative programs took place – one of which, "Life's A Sales Call" by Jack Warkenthien, really hit home with John Demeter, the President of Wesco.

"Jack's presentation gave us all something we could take home and put into practice immediately - treating a customer as a relationship rather than 'a sale'", John relayed, upon his return.

"Some of his points were what I like to call a 'blinding flash of the obvious', but we all need that on occasion." Demeter continued....and continued....and continued....until I told him I only have a 2 inch by 2 inch text box for his pull-quote – it's obvious that this presentation hit home for him!

Several of the other presentations that were scattered throughout the week focused on pressurizing testing, NFPA updates, and new and major industry trends. It wasn't all meetings and presentations though – one of the most valuable aspects of the meetings was bringing customers, clients, and colleagues together to talk shop, talk sports, and just plain talk! The atmosphere facilitated many group activities that gave all participants the opportunity to put faces with names, reconnect with old clients, and just plain enjoy themselves, while still "working"!

Applause for a job well done, FSSA, for putting together an informative, comprehensive, and fun meeting!

**"Jack's presentation gave us all something we could take home and put into practice immediately - treating a customer as a relationship rather than 'a sale'."**  
- John Demeter

## Chrissy's Corner Notes from the Editor-in-Chief



Happy February! Happy Valentine's Day to everyone - hope you enjoyed all the candy hearts and chocolate you could ever want!

February is the shortest month in the entire year, and also one of my favorites - mostly because it's when my birthday falls. Hey, what can I say?! This month, despite it's shortness, was chock full of excitement for us at Wesco. In addition to the general day to day activity we have to keep us busy, we also hired a brand new employee, Shannon Esopenko, to handle sales and purchases of dry chemicals (more on that below!), halons, and clean agents. With the addition to Shannon to our Wesco family, we are confident in her capabilities to provide you with knowledge and expertise on any and all transactions. Plus, she hasn't run away screaming yet, so that's always a good point in our book!

We also are proud to step up our efforts in bringing you dry chemicals. As you will learn later on in the newsletter, we carry a full line of Chemguard fire fighting foams and powders, ready to ship upon order. Our prices and shipping methods are tailored to your company and situation, to make sure you are getting the best deal possible. Give Shannon a holler at (817) 473-6912 for more information on our foam offerings and pricing.

And, of course, as always, we are buying your halon 1301, halon 1211, and FM-200/HFC-227ea. I know once you've shoveled the snow off of your warehouse dock, you probably found some extinguishers lying around. We want 'em - we'll pay you! That dusty cylinder in the corner of the warehouse? That's 1301, and we'll pay you

## Upcoming Events

February 2006

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28				

**1st - 3rd** - 10th Fire Suppression & Detection Research Application Symposium ([www.nfpa.org](http://www.nfpa.org))

**4th - 8th** - FSSA Annual Meeting ([www.fssa.net](http://www.fssa.net))

**14th** - Valentine's Day

**20th** - President's Day

**25th** - Chrissy Kosturski's Birthday (aka the editor-in-chief)

## Upcoming Events

March 2006

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

**1st** - Ash Wednesday

**9th - 10th** - NAFED 2006 Sectional Conference & Expo ([www.nafed.org](http://www.nafed.org))

**17th** - St. Patrick's Day

**20th** - First Day of Spring

## New Section: Company Profiles!

The Halon Herald is proud to announce the incorporation of a new section in the newsletter that will be mutually beneficial to all parties involved: the company profile section. Each month, we will pick a company to feature in this section and describe the company – how it started, what line of work it is in, how it can help you, etc. All companies will be ones that we have done business with in the past and personally recommend, so that you know you are getting a reputable and reliable company.

Not only will this benefit the reader, by offering them insight into a company that could serve them, but will also get your company name and information out – which can only lead to business!

Want to be featured? SURE you do! [Click here](#) to email us with some general company facts – and the next company you see in this newsletter could be yours!

## Trivia Contest Continuing to Raise the Stakes!



This month we are extending the same contest as we were last month - we are asking for each participant to email the editor with 2 email addresses of coworkers or contacts that you think would benefit from receiving the Halon Herald. The recipients must have a valid email address and not currently be receiving the Halon Herald in order for you to be eligible. Once we verify this information, your name will be entered into a drawing for a **\$175 American Express gift card**.

Once again, in order to be entered into this lucrative drawing, [Click here](#) to email us with **2 valid email addresses** of coworkers, contacts, or friends who deal in the fire suppression industry and that you think can benefit from receiving the Halon Herald. Once we verify the addresses, you will be placed in a pool of participants for a drawing for a **\$175 Amex gift card**.

for that too! What's easier than making money off of your "clutter"?

Give us a call, we'll give you a buck! In closing - stay warm (except for those of you in Florida - send us some of your warm weather, please! We're jealous!), stay safe, and look forward to spring!

## Foam & Powder for Sale!



Wesco is proud to offer a full line of Chemguard fire fighting foams and powders for all types of suppression systems and fire suppression uses!

Chemguard foams are the most environmentally friendly, top of the line foams and powders out on the market today. Foams and powders come in 5 gallon pails, 55 gallon drums, or 330 gallon totes, ready for shipping direct from our Metuchen, NJ warehouse or from our warehouse in Texas.

Wesco offers a full line of foams and dry chemicals, including but not limited to 3% - 6% AR-AFFF, 3% AFFF mil spec., 6% AFFF mil. spec., Class A, 3% AFFF, 6% AFFF, training foam, ABC powder, and Purple K – just to name a few! Our foams are ready for delivery via UPS, Overnight Transportation, or free pickup from our Metuchen, NJ facility – no shipping and handling charges!

Our prices are competitive and tailored to meet YOUR needs! Give our new national accounts executive, Shannon, a call at (817) 473-6912 for any and all of your dry chemical needs!

## NJ Fire Equipment Dealers Up in Arms about Possible Bill

A new bill introduced in the New Jersey state Senate by Senate Labor Committee Chairman Stephen Sweeney has fire equipment dealers irate and ready to fight back. The bill amends "The State Fire Sprinkler Fitter Licensing Act of 2004", and is supplementing chapter 14C of Title 45 of Revised Statutes and amending P.L.2001, c.289.

In short, the bill establishes new qualifications for people installing fire suppression systems, and states that "no person shall engage, or cause or direct any other person to engage in work on fire suppression systems who does not have a valid Journeyman Fire Sprinkler Fitter License or Apprentice Fire Sprinkler Fitter Permit relating to the work performed." It further states that no contractor or the like, shall advertise in any way shape or form, fire sprinkler work unless said contractor employs licensed Journeymen Fire Sprinkler Fitters.

## New Column!!

The Halon Herald is looking to feature several "war stories" of some of our readers' interesting experiences with halon or other clean agents.

Got a story to tell? [Click here](#) to email us some facts - We'll feature you in an upcoming Halon Herald!



*This Valentine's Day,  
let Wesco be your Valentine.*

*We Buy & Sell*

*Halon 1301*

*Halon 1211*

*HFC-227ea*

*Call 1-800-433-1751*

This would, of course, unionize a part of the industry that never was unionized before, and bring about the practice of apprentices to the fire suppression industry. The New Jersey Association of Fire Equipment Dealers (NJAFED) is working strongly against this bill, in order to prevent its passing in the State Senate.

The bill is still in talks and has not been passed yet. The Halon Herald will keep you posted on any occurrences in regards to the bill, and how it may affect you.

**No person shall engage...in work on fire suppression systems who does not have a valid Journeyman Fire Sprinkler Fitter License or Apprentice Fire Sprinkler Fitter Permit.**

## Wanna Meet Us?

We here at Wesco know that you are DYING to meet the sparkling personalities behind the newsletter, the phone, and the invoices. So come and check us out at the upcoming National Association of Fire Equipment Distributors (NAFED) Sectional Conference and Expo this March 9-10, in Las Vegas, NV. Wesco will be attending and showcasing at the Expo in our very own booth, so stop by to say hello and talk about some halon!