

The Halon Herald

News from the halon & clean agent world

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What's Inside...

June 2006

Vol. 2 Issue 9

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Wesco's own "Biker Dude"!

A Success at NFPA!

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Chrissy Kosturski,
Editor-in-Chief

New Website Provides Plethora of Help!

We were excited to learn from Lee C. DeVito at the NFPA show, that a brand new website is in the works called Fire-Professionals.com, which promises to provide an abundance of help in all mediums of the fire equipment industries. Lee is one of the creators, and gave us the inside scoop on what Fire-Professionals.com will present to the fire equipment industry.

The website, www.fire-professionals.com, is still under construction but will open shortly. Its mission is to "provide an information exchange and global resource tool for the fire community and to those looking for fire industry professionals, and to share industry experience by offering our members the option for professional services geared specifically to help them achieve their goals." It is spearheaded by Cathy Tabor, Lee C. DeVito, and Sam Joshi, all who pooled their talents and resources to create Global Fire Professionals Network, LLC, located in Boston, MA. Upon reading their biographies on the Fire-Professionals "About Us" page, it's easy to see that this website is in very capable and intelligent hands.

Not only will the website provide a database of other buyers and end users to generate leads all over the world, but it will aid as a marketing tool. The website plans to offer marketing programs, sales tools, and a market analysis that you can tailor to your own needs. In addition to all those valuable resources, a career center specifically for the fire protection industry will be showcased, making job hunting for employers and employees more specific to their strengths and abilities. That's only the tip of the iceberg, though – www.fire-professionals.com will have much more to offer!

We here at Wesco are eagerly anticipating the unveiling of this valuable industry tool, and look forward to using Fire-Professionals.com on a regular basis! Please see next month's issue for a more in depth look at www.fire-professionals.com from Cathy Tabor, Director of Marketing!

Its mission is to "provide an information exchange and global resource tool for the fire community...to help them achieve their goals."

Upcoming Events

June 2006

Born to Ride!

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



I have begun to breathe into the paper bag.

Why, do you ask? Well, I'm going to take a moment and gush a little bit here, so bear with me - I am proud to say that in 12 days from when this newsletter goes to press, I will become a Mrs. I'm getting married on July 14, 2006, and man alive, is there a LOT of little details to work on!

I could go on and on about place settings (I had brief visions of seating the nasty relatives next to each other, just for fun), napkins (I am such a Type A personality, everything has to match), or the 250 little favors I made, but I digress.

Everyone that I talk to, from the invitation designer to the caterer, has told me that the "fun" is in all those little details - that will make the wedding truly "ours". My head spins everytime I begin to think about all the little details, and start to panic, but when I take a deep breath and stop to look at the big picture, I see what they all mean, with respect to almost anything in life.

We here at Wesco pride ourselves on the little details every day.

We here at Wesco pride ourselves on the little details every day. For example, when you call here you get a live person, no recordings. Or, the immediate response you get when calling in with a question - not necessarily about a specific sales or purchase order, either! If there is a problem with our trucking company, we try to make it up in a speedier payment or a free lunch and a visit. It's the little details that make our customers call back, time and time again.

As you will read on in this month's newsletter, our "attention to little details" also reaches to our Wesco Gold service. We use FedEx Custom Critical as our carrier, and while it does take some time to drive cylinders here, there, and everywhere, FedEx Custom Critical doesn't stop at service ports - so that saves you a couple hours, sometimes even a full day! That's a pretty big "detail" if you think about it!

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4th - 6th - NFPA World Safety Conference & Expo (www.nfpa.org)

14th - Flag Day

21st - First Day of Summer



At the recent HARC meeting in Utah, Wesco's own John Demeter completed quite a feat: he biked a 24 mile round trip from Torrey, Utah to the Capital Reef National Park, and back again – TWICE – for a total of 48 MILES in ONE day!

You may be asking right now, is John CRAZY (we ask ourselves the same question everyday)? He has been taking spin classes at the local gym for a year to train for this event, and we here at Wesco are VERY proud of him!

The day began at 9 AM, with 70 degree, sunny Utah weather. John was determined. On the first ride, he only stopped and got off his bike once – to fix the chain. The ride began at 7,000 feet, went down to 5,000 feet, then back up to 7,000 again. On the ride back, there was a 3 mile unbroken hill – painful! John did not give up – when he reached the top of the hill he thought he was out of the woods and able to ride flatland, but unfortunately, the 25 mph wind made the flatlands feel like another hill. He made it back to the hotel, incredibly satisfied and proud, by 10:30 AM.

Bradford Colton, from American Pacific, showed up for lunch. Upon hearing John's physically challenging (yet gratifying) ride, Bradford decided that HE wanted to take the ride as well. Time for round 2. At 3 PM the temperature had gone up to 95-100 degrees, and the sun was relentless. Compared to the first ride, this second one was way hotter, and the breeze, while still there, now was hot and filled with sand grit.

The second trip took about 10 to 15 minutes more, but was completed successfully! "The trip was probably the most physically challenging thing I've done since high school football triple sessions!" John said, upon arriving back to NJ. "I OWN THAT HILL!" We are so proud of both John and Bradford, for pushing their bodies to the limits and completing the 24 mile round trip, in 95 degree heat – John completing it TWICE! Great job!!

Upcoming Events

July 2006

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1st - Canada Day

4th - Independence Day

18th - 20th - NFPA's Americas' Fire Expo (www.nfpa.org)

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!

We pride ourselves on all of our big and little details - they make Wesco, Wesco!

Enjoy the warm weather and all of the bbqs and pool and beach visits that go along with it - and send some "no rain vibes" my way for July 14!

Wesco Gold: The List is Growing!

Upon introducing our Wesco Gold service about a year ago, the list of crises that it has averted is steadily growing!

For those of you who may not know, Wesco Gold service is immediate, 24 hr a day, 7 days a week response service to a system dump or system emergency. We have a 24 hr monitored hotline, at 1-800-433-1751 that puts customers in contact with a technician who will begin work on refilling the system as soon as possible – whether it's 3 AM on Christmas Eve, or 9 PM on the Fourth of July! We employ a common carrier who stops at NO service ports, and drives straight through the night – so that when your cylinders get picked up, the get directly to our facility in Metuchen, NJ, the fastest way possible! Those cylinders will be filled and repaired immediately, and returned to you using the same carrier, so that you or your customer is not without protection from their suppression system.

Our Wesco Gold service also tailors to special needs. This past week, a company in Delaware frantically called. Their customer had a system dump and couldn't afford to be without protection for more than 24 hours. It was only a 70 lb FM-200 cylinder – can we help?

Of course we can! Upon examining our extensive cylinder inventory, we were able to find an exact replica of the cylinder that had discharged. We filled it with FM-200, and the customer was able to reinstall the cylinder almost immediately. So, how long was his customer without protection?

4 hours. From the time that cylinder discharged, to the time it was reinstalled, a mere 4 hours had passed.

Wesco Gold service doesn't just cater to accounts in the tri state area. We have had Wesco Gold service calls in places as far as Utah!

If you have a system discharge, whether it's 2 pm or 2 am, call our 24 hour monitored toll free line at 1-800-433-1751. We take any and all service calls, at any time of night. We fill cylinders. We transport them without stopping.

Wesco Gold: We Avert Crisis.

NFPA 2006: World Safety Conference & Expo!

The National Fire Protection Association held their annual World Safety Conference & Expo on June 4 – 6, in Orlando, FL at the Orange County Convention Center. I believe I speak for all the 200-some vendors there when I say this conference was a rousing success.

And that's not just because they served free corn dogs, either.

RELAX!

We'll Buy Your Halon!



Competitive Pricing

Speedy Pickups

Fast Payments

Halon 1301
Halon 1211
HFC-227ea

**So sit back and relax...
Wesco will take care of it!**

Trivia Time!

This month's trivia contest focuses on D-Day, which took place on June 6, 1944, in Normandy. The first 2 people to correctly answer BOTH of the questions below will each win a \$50 American Express gift card!

- What does the "D" in "D-day" stand for?
- What city did the Allies try and convince the Germans that they were landing in, as a coverup for Normandy?

Good luck! The first 2 people to click [here](#) and email us with the correct answers to BOTH questions will win a \$50 Amex gift card each. Remember, in order to be eligible, you cannot have won the trivia contest in the last 3 months.

The conference began late afternoon on Sunday, June 4th. Upon setting up, we had thought Sunday night would be a less trafficked conference day, however, we were proven wrong. The show was hopping by 5 PM, with national and international contacts roaming around. Vendors from all different forums of the fire protection industry were well represented, and attendees had the opportunity to speak with vendors on a one to one basis, as well as attend several demonstrations and shows of pertinent new equipment, fire codes, and other information throughout the 3 days of the conference.

We enhanced our "show booth" this conference, by bringing along Don Ohi from Comprehensive Fire Technologies, and Steve and Renee Schnabel, both of Wesco, in addition to Shannon, John, and Chrissy, who normally attend these shows.

We even decided to raffle off not one, but TWO Ipod Nanos. The proud recipients of these ipods were Mike McCane, of Borrell Fire Systems, and Ed Colton, of Sotec. However, we had 250 entrants to randomly choose from, so competition was fierce!

Many vendors were handing out giveaways with their company logo on them, literature on products and services, even interactive games! Not only were attendees able to talk with vendors, but just in case they needed more info, they were able to leave with a stress ball or a bag with the company information listed!

The show continued on for 2 more days, each day providing more attendees than the last. Judging by the amount of people milling around each day, I firmly believe the conference was a success! Great job NFPA, for bringing an informative and enlightening conference not only to customers, but also to the fire equipment vendors – I learned a lot by walking around and speaking with my fellow vendors!

Next year's show will be held June 3-7, in Boston, MA. Check out NFPA's website [here](#) for more information. Hope to see you there - check out some of our pictures from the show below!



Part of the group, looking snazzy!



"Do you think their literature is as good as ours, Chrissy?"
"No way, man, they don't have a hot newsletter like WE do!"



The BIG group at dinner!