

The Halon Herald

News from the halon & clean agent world

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Chrissy Kosturski,
Editor-in-Chief

Viet Nam Implements Phase Out Plan

The Vietnamese government has agreed to phase out all chlorofluorocarbons (CFCs) and halon consumption by the year 2010. The structure for this phase out will be modeled after the guidelines set by the National Programme from 1995 about gradually phasing out ozone depleting substances (ODS).

On March 2, 2006, a seminar was held in Ha Noi in Viet Nam to introduce the plan of action created by the Ministry of National Resources and the Environment (MoNRE) and the World Bank to aid in this phase out. More than 70 companies who are affiliated with halon were on hand to hear this plan.

The National Plan will phase out close to 320 tonnes of ODS, and allow 10 of these ODS substances to continue use in the tire, refrigeration, cosmetic, and fire fighting industry until the year 2010. The World Bank (the Ozone Multilateral Fund) has donated \$1.26 million dollars to the MoNRE to fund this phase out.

The Vietnamese government has completely banned the use of CFCs in the production industries by the year 2006, and in the service industries by the year 2010.

Wesco HMB, Inc. wishes the best of luck to Viet Nam and applauds their efforts in controlling ODS substances. We offer any assistance possible to aid in the phase out.

The Vietnamese government has banned the use of CFCs in the production industry by 2006, and the service industries by 2010.

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



Happy St. Patrick's Day and Happy Spring to all our readers!

March is a tough month. Usually here in NJ, it's still cold, and people start itching to break out the shorts and flip flops (well I do, at least). Wesco had the opportunity to escape to warmer climates - or, at least we THOUGHT they'd be warmer climates - in Las Vegas, to the first of NAFED's 3 regional trade shows and expos. Unfortunately, we had warmer weather in NJ, but we still made sure to have a GREAT time!

It's very easy for businesses to lose sight of what makes their business tick. Not inventory, not money, not paychecks. What makes businesses tick are customers. Clients. Friends. Colleagues. Without them, a business couldn't thrive at all. What I love about these trade shows is the opportunity to meet face to face with who's out there talking to you on the other phone line. To find a common ground - your love (or hatred) for the NY Yankees, how much money you lost in the slot machine (don't ask me about that one), whatever that may be. Trade shows are a time when a lot of businesses realize that their customers and clients are truly real people, with real thoughts, and not just a voice on the line or an email address. Trade shows aren't always about business, but about reconnecting. And that's exactly what we did at the recent trade show.

I was thrilled to meet so many people and have the chance to talk to the, not only about halon, but about themselves. About what they enjoyed on the plane ride over. Or the awful craps table they found last night. The

Trade shows aren't always about business, but about reconnecting.

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)

17th - St. Patrick's Day

20th - First Day of
Spring

Upcoming Events

April 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						

1st - April Fools' Day

2nd - Daylight Savings
Time Begins

6th - 7th - NAFED Expo
Atlantic City, NJ
(www.nafed.org)

6th - CFSI 18th Annual
National Fire &
Emergency Services
Dinner and Seminars
(www.nfpa.org)

13th - Passover

14th - Good Friday

16th - Easter Sunday

Company Profile: Bourgeois & Associates



One of the new sections in The Halon Herald will be our "Company Profile" section. This is a great opportunity for us to show you some companies that we personally have worked with that you may not have known about before. Companies that wish to be featured in the Halon Herald Company Profile section will benefit from getting the word out about their services. Anyone interested in being featured, please contact us here. So sit back, relax, and enjoy our very first company profile: Bourgeois & Associates!

Bourgeois & Associates, Inc. has been solving Special Hazard Fire Protection problems for 22 years. The technical staff has a combined experience of over 80 years. Their systems are protecting some of the world's largest oil & chemical plant installations. With every installation, the emphasis is on TOTAL FIRE PROTECTION. Bourgeois specializes in protecting personnel and equipment with fire detection and suppression systems for large complex operations in such places as refineries, manufacturing facilities, data processing facilities, museums, hospitals and offshore platforms.

The company, based in Houma, LA, has installed and serviced fire detection and suppression systems throughout the southeastern United States, and the Gulf of Mexico.

Roger Bourgeois, the owner, has over 30 years experience in sales, installation, and testing of all types of automatic fire detection and suppression systems. He is Past President of the Fire Suppression Systems Association (FSSA), a Professional Lifetime Member of the Society of Fire Protection Engineers (SFPE), a Certified Fire Protection Specialist (CFPS), Founding President of the Louisiana Automatic Fire Alarm Association (LA AFAA), and NICET certified at Level IV in Special Hazards, and Fire Alarm System Technology. He currently serves as Chairman of the Automatic Fire Alarm Association (AFAA). He also is an active member of the National Fire Protection Association (NFPA), & American Society of Safety Engineers (ASSE).

Bourgeois is known as the Hot Sauce Man, distributing thousands of bottles of Bourgeois & Associates, Inc. Hot Sauce to customers and associates. The "sauce" is a popular ditty bag item. Bourgeois & Associates, Inc. supports countless charity golf tournaments with these ditty bag items. Bourgeois serves on numerous civic boards, and is proud of Bourgeois & Associates, Inc.'s support of community civic endeavors, including Bourgeois' Board membership in the "Free Enterprise Week" program at the local university, and the Small Business Advocate. In 1996 Bourgeois won the Small Business of the Year award, and continue to uphold

cold weather back home. Pictures of the grandkids. Let it be known, I love meeting people, and I love talking to them even more.

It's a given that you "talk shop" when you attend a trade show, but we here at Wesco try to use them not only to bring knowledge to our industry about what we do here (anyone have some halon to sell?), but also to reconnect with our customers, our clients, and our friends. We like to find out what's going on in their minds, how things are back in Florida-Idaho-California-etc. Business is not about the bottom line of money. It's about the relationships you make and strengthen. More than how much money we make, we here at Wesco value the relationships we have built throughout the years with all of you. We thank you for allowing us to serve you time and time again, to sell you FM-200, to buy your halon 1301, to hydrotest your cylinders and rebuild your valves - and to talk with us and come back to us. To continue the "relationship" between colleagues.

We're going to be attending many more trade shows in the future - the next 2 NAFED shows in Atlantic City, NJ and St. Louis, MO, and the NFPA show in Orlando, FL. Come visit us - not only will we talk you up about anything and everything, but - we're giving away free gourmet cookies, too!

Wesco Goes to Vegas! What Happens in Vegas....Just Kidding!

On March 9-10, the National Association of Fire Equipment Distributors (NAFED) held the first of their three sectional conferences. This conference was held in Las Vegas, NV, at the Flamingo Hotel.

The conference began at 8:30 am on Thursday morning with a welcome by NAFED president, John Gioseffi. He was followed by the keynote speaker, Abe WalkingBear Sanchez, with a presentation entitled, "There is No Them in Customer Service, Just Us." Sanchez, a motivational speaker, explained several successful customer service techniques, repeatedly touching upon the simple thread that your customer is not the enemy, nor does s/he view YOU as the enemy. Customers are looking for solutions to their problems, and if they do get angry, nine times out of ten, it is not with you but with the situation they are faced with. Sanchez's presentation struck a chord with many people. It's very difficult to separate emotions when a customer is yelling at you for something that may not be your fault. You must keep your cool and just remember that they are not the enemy, and you are not their enemy.

Following the keynote speaker was a break in the exhibit hall where attendees could peruse and stroll around the exhibiting area and pick up company literature and talk with possible vendors. Wesco was lucky enough to have their two lovely ladies, Shannon Esopenko and Chrissy Kosturski at the Wesco booth to talk with customers (oh, and John Demeter was there, too).

After the time in the conference room and lunch, there were several breakout sessions, discussing such aspects as hiring the right employee, disaster recovery, and insurance hot topics. The expo hall opened once again in the late afternoon, for another 3 hours of meeting and greeting potential clients, customers, and friends.

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!

the good business practices that brought them to that award. You can contact Bourgeois & Associates at (985) 851-0881. Tell them Wesco sent ya!

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!

At the Bottom of a Rainbow,
there's a Pot of Gold...



And at the Bottom of a Halon Cylinder,
there's some Gold, too!

Wesco BUYS your

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Halon 1211
FM-200/HFC-227ea

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**Do You Have the Luck O' the
Irish?**

The following day, more breakout sessions were held, in regards to NFPA updates, occupant use fire hose testing, and implementation of quality control programs. The conference closed at 1 PM on Friday.

I am proud to say that Shannon, John, and I met a lot of interesting colleagues – we thank everyone who stopped by the Wesco booth to chat with us, and hope that you will come see us again in Atlantic City and in St. Louis! Thank you, NAFED, for providing such a valuable experience! Check out some of the pictures below!



Our lovely booth!



Group shot of Chrissy, John, & Shannon in Paris...er...Vegas...I mean...Paris IN Vegas.



Penguins are very concerned about fire suppression. (just kidding - there was a penguin habitat at The Flamingo, our hotel!)



This month's trivia contest is dedicated to all our favorite Irish readers out there who celebrated this year with green beer and some leprechauns. Speaking of which...

- What is the "real" profession of a leprechaun?
- What 2 rivers in the U.S. are dyed green every year on March 17th?

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.

Congratulations to Duncan Greenwood, of Hiller in Mobile, AL - he was the winner of our drawing for a \$175 gift card!

Get out your four leaf clovers and start thinking!