

FALL 2023

Inside THE Diamond

AMEREX

Stepping Up for Safety

**AMEREX RECEIVES
VPP STAR SITE
RECERTIFICATION**

page 6

Quality is Behind the Diamond



A Letter from Harrison Bishop

When visitors take a tour of our headquarters and walk around our plant, they always notice the smiles and waves from Amerex team members. This is not a one-time occurrence for guests. It is part of a culture that has been in place since our doors first opened more than fifty years ago. We love the work that we do and our shared purpose of keeping communities safe.

Our culture starts with creating a safe work environment, which is paramount to our success. Amerex was recently recertified by the Occupational Safety and

Health Administration (OSHA) as a Voluntary Protection Programs (VPP) Star Site. Out of the nearly 600,000 manufacturing businesses in the United States, VPP Star Sites account for less than 1% of them. Although many Amerex team members spent time

preparing for this rigorous audit, we are very proud to know that the Amerex team practices the principles of being a VPP Star Site every day. Learn more about this accomplishment on page 3. Intense focus on safety requires leadership. We are committed to providing career growth, leadership opportunities and training for our team members. Learn about the two team members who rose into new leadership roles this year. Lanika Johnson was promoted to Production Manager (page 12) and Brayden Banks to Product Manager—Portable Extinguishers (page 8). Their commitment to



Harrison Bishop
PRESIDENT AND CEO

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quality, service and innovation will be instrumental as the demand for our products continues to grow.

We value our distributors and the leadership they show in the industry immensely. It was great to visit with so many of you and hear of your successes at the

NAFED shows this year. Thank you to Koorsen Fire & Security (page 10), K&A Trading Corp. (page 18) and International Fire & Safety, Inc. (page 17) for giving us an inside look into your businesses.

We always welcome visitors to our headquarters and hope you can come to Trussville, Alabama, for a campus tour. Then you can experience for yourself the true quality behind the diamond: our people. Be sure to follow our social media accounts to stay updated on all things Amerex! 🍷

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Longtime Amerex partner Koorsen Fire & Security protects operators of waste vehicles from fires and safeguards the equipment to reduce downtime.

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Amerex Travels to Las Vegas for NFPA Expo

Amerex team members traveled to Las Vegas for the 2023 National Fire Protection Association Conference and Expo, which is a chance for thousands of industry-leading professionals to learn, network and exhibit products that protect us by meeting critical fire codes and standards.

This year's key message revolved around digital transformation. The NFPA is working diligently to adapt and find solutions for the challenges that can accompany new technology. There was productive discussion and energy surrounding this year's NFPA conference.

"We had a great opportunity to get face-to-face with our customers to learn what's going on with their business and what they need from Amerex," says Ben Pitts, Vice President—Sales and Marketing. "The Expo also provides a chance for the Amerex team members who serve on NFPA committees to spend time with other industry leaders and product specifiers."

It was impactful for the Amerex team to meet end users, customers and those who specify our products.

Brayden Banks, Amerex Product Manager—Portable Fire Extinguishers, says his first time attending an NFPA Expo proved to be extremely successful. "There was an incredible energy at this year's Expo," he explains. "It is a great opportunity to talk to someone else in fire protection, and those interactions make for stronger codes when it comes to code writing. These different perspectives improve the quality of products and the entire industry."

At the Amerex booth, attendees learned more about the Halotron BrX extinguisher and potential new applications for the clean agent. Jacob Johnsey, Product Manager, and Jamie Knowles, Sales Manager, for the Restaurant and Industrial Systems, presented information on our Kitchen Systems using an interactive display board as a guide. Bill Jolbert, Sales Director—Vehicle Systems, demonstrated the new early-warning gas detection system for battery technology in electric vehicles.

We look forward to the 2024 NFPA Expo in Orlando!



LEFT TO RIGHT: Ben Pitts, Chris Nichols, Mike Powell, Tad Halcomb, Jacob Johnsey, Jamie Knowles, Brayden Banks, Christian Groff, Alan Marino, Bill Jolbert, Mike Warren, Kyle Clemons, and Bill Silva.

Regional Sales Managers Spend a Day With Customer Success

Over the summer, the Amerex Regional Sales Managers each spent a day working with our Customer Success Department. They sat with several Customer Success Specialists while they fielded phone calls, answered emails and had the chance to learn more about customer inquiries. “Encouraging Regional Sales Managers to spend a day shadowing the Customer Success Department offered a transformative opportunity for both teams,” says Lisa Session, Customer Success Manager. “This experience allowed for a deeper understanding of the intricate day-to-day tasks managed by the Customer Success team, enhancing the Sales team’s perspective on client needs and challenges. Simultaneously, it cultivated mutual respect and collaboration, paving the way for more effective interdepartmental cooperation and ultimately driving enhanced customer satisfaction and business success.”



LEFT TO RIGHT: Craig Moreth and Dawn England.

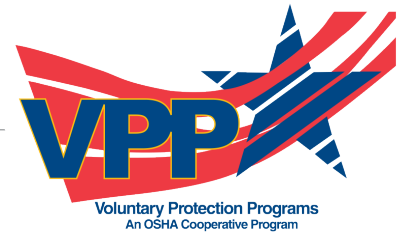
Amerex Hosts UAB School of Public Health Students

Students from the Deep South Center (DSC) for Occupational Health and Safety, part of The University of Alabama at Birmingham’s (UAB) School of Public Health, recently visited Amerex to learn more about safety in the workplace.

Amerex Health & Safety Supervisor Tim Pitts, a DSC Board of Advisors member, arranged for the students to tour the Amerex building and learn more about manufacturing safety. The tour provided a deeper understanding of ergonomics, industrial hygiene and environmental safety. Amerex leadership, including Harrison Bishop, President and CEO, Jay Ghelani, Vice President of Operations, and Chuck Freind, Environmental Manager, joined Tim to speak with the students and did a Q&A session to help them decide which field interests them the most.

“It is important to help give back,” Tim states of his involvement with the DSC program. “That is how safety works. It is vital to provide the next generation with the tools and education that they need to be successful in the field.”





Amerex Corporation is Recertified as an OSHA Voluntary Protection Programs Star Site

The Occupational Safety and Health Administration Voluntary Protection Programs (VPP) recognize and promote effective work site-based safety and health management systems. In the VPP program, stakeholders and OSHA work to establish cooperative relationships. Admission into the VPP program signifies OSHA's official recognition of the outstanding efforts of the applicant who has created exemplary worksite safety and health management systems.

Recently, Amerex passed its VPP Star Site recertification audit with flying colors! An OSHA team was on-site for three days to conduct the evaluation, including document reviews, physical inspections and team member interviews. While on-site, the inspection team was extremely complimentary of Amerex and its engaged team.

According to Amerex Health and Safety Supervisor Tim Pitts, "The Amerex team members really stepped up, along with our management team, and pulled together to prepare for the audit. McWane Corporate Safety leaders worked on-site with our teams in the weeks leading up to

the recertification, including performing a mock audit that was critical in helping to identify any outstanding issues that required buttoning up."

Tim added, "During the audit, we had a finding to add two eyewash stations, but delivery was not possible to meet our deadline. Colleagues from McWane division M&H Valve came to our aid with two eyewash stations, which were installed that day and working the next morning. This allowed us to close the audit with zero findings."

The Amerex team is focused on executing the principles of a VPP Star Site every day, and although preparation for the recertification required the efforts of numerous resources, Amerex attributes this accomplishment to exceptional teamwork across the McWane family of companies. Teamwork and sharing of best practices are more impactful the broader the reach, encouraging excellence across the enterprise.

Amerex team members are proud to demonstrate the core principles of Teamwork and Excellence and remain committed to doing the right thing, no matter what.



Harrison Bishop and Jay Ghelani congratulate VPP Committee members (PICTURED LEFT TO RIGHT) Tiffany Hull, Cortnee Nix, Tammy Morse, Amanda Nairmore, Tristan Posey, Jay Ghelani, Tim Pitts, Harrison Bishop, Brett Partain, Deven McIntyre, Leneka Kindred, and Frederica Perry. NOT PICTURED: Jeff Layfield, Joel Colley, Karen Wynn, Sadie Brown and Kim Rovi.

Amerex Helps Students With Backpack Supplies

For the second year, Amerex helped local students prepare for the upcoming school year with new backpacks! Human Resources Director Jacy Whitaker, Benefits Specialist Donna Cornwell and the Human Resources team gifted backpacks filled with supplies to Amerex employees who requested them for their children and grandchildren. The team also partnered with St. Clair County Schools to provide backpacks and supplies for children in need. In total, 400 backpacks were donated!



LEFT TO RIGHT: *Jacy Whitaker and Donna Cornwell.*

Latin America & Caribbean Distributor Conference

Latin American Sales Managers Bill Silva and Christan Groff and Managing Director—International Sales Chris Nichols recently hosted a Latin America and Caribbean Distributor Summit in Miami, Florida. Twenty-four customers from around Latin America and the Caribbean attended the two-day interactive event where we discussed plans to grow our businesses and promote Amerex products throughout the region with our partners. Harrison Bishop, President and CEO, Jacob Johnsey, Product Manager—Restaurant and Industrial Systems, Bill Jolbert, Sales Director—Vehicles, Alan Marino, Inside Sales Coordinator, and Kendall Pate, Product Development Manager, also attended the meeting to provide education on Amerex business and product lines and learn more about opportunities and challenges in the region. Several longtime Amerex distributors also shared business insights with the group. Everyone expressed special gratitude for Gidget Yeager, Executive Assistant and Sales Administrator, who managed all the details of lodging and hospitality with the hotel.

“All of us at Amerex are thrilled and honored to have had such a large group of our longtime and new distributors in Miami. The experience and success stories from this cooperation with our partners from all over the region reminded us of the high quality of the Amerex brand that protects people,” says Chris. “We all made new friends and renewed many old relationships, and we had fun! We took the enthusiasm and the ideas from these two days back to Amerex, and we are excited to keep working to make Amerex and our products and service solutions even better. Better for our partners and most importantly for the safety that they and Amerex provide for our customers and communities around the world.”

Thank you to all of our Latin America and Caribbean distributors who attended and provided great feedback and discussion. 🌺



Brayden Banks

NAMED PRODUCT MANAGER—
PORTABLE EXTINGUISHERS



AMEREX is excited to announce that Brayden Banks has been promoted to Product Manager—Portable Extinguishers. “As Product Manager for Amerex, Brayden will manage the industry-leading fire extinguisher category and will work with internal and external stakeholders to further increase the market share and effectiveness of Amerex products as a critical component of fire and life safety,” says Ben Pitts, Vice President—Sales & Marketing.

Since joining Amerex, Brayden has distinguished himself as part of the Engineering R&D team as a Compliance Engineer. Brayden began his engineering journey when he switched from pre-med to chemical engineering while at the University of Alabama. He quickly became enamored with the profession, all while attributing his passion to his longstanding enjoyment of the TV show “How It’s Made.”

We sat down with Brayden and asked a handful of questions about his old role as Compliance Engineer and what he's looking forward to as Amerex's new Product Manager for fire extinguishers.

Q How will your experience as a Compliance Engineer translate to your new role?

A *Working in compliance opened my eyes to the standards and regulations we live with day to day. Learning about those has deepened my understanding of why we do what we do—from processes surrounding our products to safety checks to our impact on the environment and community. We make life safety products, so there must be checks and balances with accountability.*

Q What are some areas you're already focusing on as Product Manager for portable extinguishers?

A *I'm focusing on fully engrossing myself within the role and becoming the product matter expert on hand portables and wheeled units. I have been meeting with some key team members to establish some strong communication within the team, picking up where my predecessor left off.*

As Product Manager for portable extinguishers, Brayden will need to wear many hats. Brayden will be the "connection" between the production and sales teams and will be responsible for R&D collaboration, discussing customer concerns with the sales team, working with production managers on manufacturing efficiency, reviewing market analysis with the marketing team and listening to the accounting department on updating costs.

Q What do you like most about Amerex, and what drew you to the company?

A *I think if you ask anybody at this company, they would all say the community culture that we have here. It truly feels that way when I show up to work. I know these people care about me beyond my position here.*

Amerex has always been at the forefront of the fire suppression industry, but it doesn't stay that way without help from team members. People like Brayden are the reason Amerex is looked at as an industry leader.

Q What ideas are you bringing to this role?

A *Hopefully, a fresh look at the industry. I came from the R&D Department and understand how products are updated, revised or replaced at Amerex. We are already working on some new products to bring to the market that will continue to progress the industry in terms of safety.*

Q Describe your personality and how it will help you in this position.

A *I think people would describe me as energetic. I believe in wholeheartedly completing something to the best of your abilities. Because I'll be working with multiple departments, I will do my best to listen and learn from those who have years of experience.*

Q How will you best serve Amerex employees, customers and distributors and increase awareness of Amerex products as a critical component of fire and life safety?

A *Listening to the needs of our team members, the concerns of our*

customers/distributors, and building relationships at all of those levels. It gives you a deeper understanding of what the market is looking for or needs when you have all of the facts on our production process from start to finish - from carefully manufacturing our products to strategically placing it on the shelf.

Q What does "Quality Behind the Diamond" mean to you?

A *It means that someone can feel comfortable or trust that our extinguishers will work in a fire situation because of the hard work our entire team puts into these products. We believe in continuous improvement through integrity and being proactive.*

Q What does working in fire suppression mean to you?

A *It means saving lives indirectly in a way. I never would have thought of ending up in fire suppression, but it has been an amazing experience so far. The thought and care about every facet of the industry is amazing.*

When not working, Brayden enjoys hanging out with friends downtown or on the lake. Brayden loves to travel, having been in Europe earlier this year and is planning a trip to Canada soon. When not traveling or visiting with friends, you can expect Brayden to be reading a science fiction novel or working on his golf game.

We're excited to provide this new role to Brayden and expect great things during his time behind the diamond. 🍷

Koorsen Fire & Security

A well-known name in the industry, Koorsen Fire & Security has been an Amerex partner since 1977. When Amerex first began working with Koorsen, it was obvious that both companies shared a strong passion for quality and excellence. So, it only made sense that when Amerex designed and launched the Kodiak vehicle fire system, the Koorsen team was eager to hop on board to further their mission of protecting life and property, especially in the waste management industry—one of the many markets the Amerex vehicle system serves.

With the Amerex vehicle system, Koorsen helps the industry protect operators of waste vehicles from fires and reduce downtime and damage by safeguarding their equipment. The company's success in vehicle fire suppression comes as no surprise. Their dedication to serving people and the heavy equipment industries propels them forward.

“ We are committed to always being ready to do whatever it takes to aid the customer quickly and professionally. ”

Koorsen, a full-service fire and security solutions provider, is headquartered in Indianapolis, Indiana, with 26 locations, 1,200 employees and over 80,000 satisfied customers worldwide.

Since 1946, many people have trusted Koorsen to



protect their property, businesses, homes—and most importantly—lives.

Fred Hillman, Koorsen Branch Manager, always prioritizes safety needs, responding to requests swiftly and never taking any shortcuts. He values upstanding communication and honesty, which can be seen in all aspects of Koorsen business. “We are committed to always being ready to do whatever it takes to aid the customer quickly and professionally,” says Hillman.

If you have worked in the waste business, you know it offers unique challenges. Some include:

1. Travel distance between work sites.
2. Corrosive environments.
3. Machine availability.
4. Landfill fire hazards.

Koorsen addresses travel distance by strategically placing technicians for a more efficient response time.



Products are also installed with protection from environmental hazards in mind. To ensure machines are available, Koorsen maintains top-notch communication and coordination with their customers while encouraging them to practice good housekeeping and proper equipment maintenance to reduce fire hazards. By supplying people with high-caliber products, expert installations and outstanding service, Koorsen grows more and more—something that Hillman finds fulfillment in.

It was the Amerex-Koorsen partnership that helped to solve the challenge brought by the corrosive environment. Bill Jolbert Vehicle System Sales Director at Amerex explains, “It was the close relationship between Amerex and Koorsen that helped to identify and develop a solution for the corrosive environment and how it was affecting the system components. With the input and support from Koorsen our engineers were able to develop a special primer process for the cylinders and brackets to be able to withstand the environmental challenges. Without Koorsen’s input and support, this would not have been possible.”

With 75 years of experience, Koorsen has worked hard to do whatever it takes to keep people safe. Knowledgeable sales representatives and highly trained technicians align the Amerex and Koorsen teams. “Both Koorsen and Amerex are passionate about providing excellent products, professional installations and timely



follow-up service and repairs,” says Hillman. Koorsen has experienced firsthand the highest level of support and quality that Amerex gives. Hillman explains his appreciation for the products, exemplary assistance, and superb technical support that Amerex offers. Our Amerex team is happy to assist with product promotions, and our specialists make improvements when field conditions require a change .

This partnership truly displays the Amerex motto—“Quality is Behind the Diamond.” The teams at Koorsen count on valuable products, and Amerex delivers on this promise while relying on Koorsen to install them and provide superior service, allowing for mutual success.

Amerex cannot thank the Koorsen team enough, and we look forward to our continued growth together! 🌟

To learn more about Koorsen Fire & Security, visit [Koorsen.com](https://www.koorsen.com).



CONGRATULATIONS, LANIKA JOHNSON

New Amerex
Production
Manager!

When Lanika Johnson was recently offered the position of Production Manager overseeing Defense, CO2 and Restaurant, she felt like she was having an out-of-body experience. “It was the most amazing thing to see how much everyone believes in me after all these years,” she says.

What started as a temporary job working the weekend shift in the machine shop has turned into a 17-year career where she has held just about every manufacturing position. “Lanika started her full-time career at Amerex on the powder extinguisher express line,” says Jay Ghelani, Vice President Operations. “Her supervisors saw that she had what it takes to be a leader and provided her with opportunities to continue her career growth. She worked her way up from the line into coordinator and supervisor roles. And she is already making a strong impact in her new Production Manager position.”

Mark Lewis, Production Manager for Stainless Steel, Brazing and Wiring Harness, was one of those supervisors who saw her potential. “Lanika is a go-getter,” he says. “Every time we gave her new responsibilities, she handled them all. Her team respects her because of her abilities and because they know she cares about them.”

Lanika sees Amerex not just as a corporation but as a family. It is one of the things she appreciates most about the organization. Everyone throughout the company takes the time to share their knowledge and genuinely cares about one another. She has gained lifelong friends through Amerex.

One of those lifelong friends, Cissy Clark, Production Planner, who was Lanika’s supervisor in the clean agent line, could not be prouder to see her in this new role. “When I first started working with Lanika, I immediately realized how smart she is. She works hard and never asks anyone to do anything she wouldn’t do. Lanika has a heart of gold.”

Every morning Lanika speaks to each person on her team to find out how everyone is doing. “I tell everyone that my team is the best,” she says. “We cry together, laugh together and celebrate each other. We spend so much time together that it is important as a leader to build a relationship with each team member.”

Lanika has been able to fine-tune her skills as a manager through participation in Amerex’s training program, titled The McWane Way. It has taught her not only how to be a better leader but has instilled the values

“ As a company, you can tell someone how to make something, but it is the people putting the work behind the product—from sales to engineering to quality—that make the quality product what it is. ”

that it takes to be a better person. She believes that when you are a better person then you can be a better leader. The training has reinforced her thinking that sometimes you must be a student—to listen more than you speak.

Amerex has provided Lanika, who is a lifelong learner with a natural curiosity, with the opportunity to constantly learn and try new things. The new projects that continually flow into her department keep work interesting and challenging.

Even though she has been here for so long, she always gets excited about seeing the new products. One of the great things about Amerex to her is the cross-training. You are assigned to an area but aren’t limited to



LEFT TO RIGHT: Jada Ellis, Lanika Johnson, Shermane Allen—Dept. 26, Restaurant.

LEFT TO RIGHT: Donny Lacks, Quintessa Abernathy, Lanika Johnson, Adrian Toliver, Erica Looney, Leneka Kindred—Dept. 20, CO2.



it, so she likes getting to see her team try new things. “My job is to get them ready for the next level,” she says. “I want to get them ready for whatever they want to do. I’m going to push them to show them what they are capable of doing.”

After all, Lanika believes that people are the secret behind Amerex quality. “As a company, you can tell someone how to make something,” she says. “But it is the people putting the work behind the product—from sales to engineering to quality—that make the quality product what it is.”

Outside of work, Lanika’s family keeps her busy. She is a mother of three and a grandmother of seven (five boys and two girls). She attends her grandchildren’s football and baseball games. She describes herself as a homebody who enjoys putting together puzzles and watching movies. She’s a member of Church of the

Highlands where she serves as a greeter on the outreach and prayer teams.

As someone who is heavily involved in her private and work life, it’s clear that Lanika values every aspect of her community, and that’s exactly the kind of person we want working with us at Amerex. We appreciate Lanika’s dedication and are excited to see what’s in store for her as Production Manager. 🌸



LEFT TO RIGHT: Glenn Lunamand, Allyson Willis, Lanika Johnson, Maria Garcia, Ashley Webster, Corterra Amison, Antoinette Smith—Dept. 04 Halon, Halotron, BrX and Defense.

The Amerex Promise Hits CLOSE TO HOME



LEFT TO RIGHT: Harold Fulton and Brett Fulton
INSET: Alan Fulton

Vehicle Systems Product Manager Alan Fulton has been with Amerex for nearly 40 years and is a second-generation team member. His uncle worked at Amerex and his dad, Harold Fulton, was the Machine Shop Supervisor from 2005–2018. Alan understands firsthand the Amerex commitment to quality and all that entails. Recently, his dependence on that quality became even more personal and saved his parents' home.

Alan's dad and brother, Brett Fulton, were working on a project in his parents' basement when a handheld torch developed a leak at the collar of the tank. Flames stretched approximately a foot wide and five to six feet tall. "It was a pressurized propane fire," says Alan. "But that fire was no match for Amerex ABC! We make differences every day. We just never know when one of those differences is someone we know and love."

“ It was a pressurized propane fire, but that fire was no match for Amerex ABC! ”



It was fortunate that an Amerex ABC extinguisher was nearby that day, and it is our job to ensure that that level of fire protection is available wherever it is needed most. 🌸



We are Your CUSTOMER SUCCESS TEAM!



Lisa Session
Customer Success Manager;
August 2020



Riley-Kate Justice
Operations Specialist;
June 2020



Adriane Burnett-Sanders
January 2022



Regina Dotson
April 2022



Dawn England
March 2022



Mexi Green
June 2020



Robin Hill
May 2019



Sharon Minyard
August 1984



Madylin Purvis
January 2023



Brandy Reid
November 1997



Kyna Shiver
April 2023

OUR MISSION

Our customers are the center of our business. Through quality, service and innovation, we support strong partnerships and serve as a resource to help you reach your goals. **Your Success Defines Our Vision.**



FASTEST & SIMPLEST WAY TO ORDER



webstore.amerex-fire.com



THE PROCESS

1. Submit your order, and it will be processed within a 24-hour period.
2. After order processing (including open credit line evaluation), you will receive an order confirmation.
3. The materials will be reserved for your order then shipped once they are ready.



SPECIAL REQUIREMENTS

Please inform us of any specific requirements that you would like to have noted on your account. This could include:

- Lift Gate
- LTL Account Number
- Acceptance of Partial Shipments



FREE SHIPPING OFFER

Enjoy complimentary shipping on your order with Amerex when it reaches \$5,000 or 2,500 lbs. in total weight!

Please note: Excludes charges for dry and wet chemicals.



STAY CONNECTED

Our systems route your email to the next available Representative. Your email will create a case for our rep to address and resolve.

Once a rep closes your case, please start a new inquiry for each new request.

customer.service@amerex-fire.com



JUST A PHONE CALL AWAY

Our entire Customer Success team is located in Trussville, AL!

Our hours are
7:00 AM CST–6:30 PM CST

You may reach us at
205-655-3271, option 1.

Portable Fire Extinguishers

NEW QR CODES Amerex is always looking for ways to make product information more accessible for customers and end users. Amerex's new product QR codes not only increase accessibility, but they're also a more environmentally friendly option than using physical paper. These new QR codes will link to the Portable Fire Extinguisher Owner's Manual and to a special permit.

Portable Fire Extinguisher Owner's Manual

A QR code will be added to the current nameplate of our portable fire extinguishers that links directly to a PDF version of the owner's manual. This version of the owner's manual contains multiple languages. In addition to using less paper, this will make the information in the owner's manual readily available upon delivery of the units. This change will start with the 2024 Purple K line and will be a gradual transition with other units throughout the year.

Special Permit:

Halon 1211 models will carry a new, separate label with a QR code that links to the Department of Transportation Special

Permit 21460. This new QR code will provide easier access for the applicable documents. The QR code will affect the C352, C354, B355, B369, B371 and 361.

As QR codes become more commonplace and user-friendly, these ongoing changes will make accessing information about Amerex products easier for everyone.



INTERNATIONAL FIRE & SAFETY, INC. DIVISION OF HCS




Since the establishment of our defense division, Amerex has partnered with distributors and agencies to provide fire protection for the United States government and military. HC Services Fire Protection, located in Laurel, Mississippi, has sold Amerex products since the company's founding in 1989. HC Services specializes in providing fire protection products and services to large industrial and government entities.

"My favorite part of the work we do is protecting lives and property," says Sue Bridges, President and Owner. "Our customers value the fire suppression we provide because it protects both lives and property. Our services save them millions in lost revenue by protecting them from losses and downtime."

defenseSPOTLIGHT

When reflecting on what sets Amerex apart, Sue says that it is the quality products and excellent customer service. Even with the difficulties created by the pandemic, she states that Amerex is getting back on track with their deliveries and dealing with the crisis better than most manufacturers in the industry.

Sue speaks highly of all the Amerex products but would have to say that the 10-pound fire extinguisher has always been her favorite. The size and quality make it a great choice for several applications.

Ken Mier, Product and General Manager—Defense, appreciates the long and positive history between our two companies. "Sue Bridges and her team at International Fire & Safety, Inc. have a deep commitment to providing quality fire protection and PPE products for our armed services," he explains. "Their facility provides state-of-the-art training rooms, servicing facilities and a fleet of vehicles that service industries from stores to sugar cane and oil fields to military bases." 

Learn more about
International Fire & Safety, Inc. at int-fire.com.

K&A Trading Corp. *Ulsan City, South Korea*

For over 30 years, K&A Trading Corp. has been a proud distributing partner of Amerex. Based in Ulsan City, South Korea, K&A specializes in the industrial markets, including petrochemical and chemical plants, refineries, electronics—semiconductor, battery manufacturing and other related industries in South Korea.

Founded by Mr. Min Byoung Sun in 1988, KO-AM Trading was built to take advantage of the chemical industry boom that occurred in South Korea from the 1960s through the 1990s. This economic expansion saw many foreign investments from companies built by U.S. engineering contractors. One of these American products brought to the country was Amerex. KO-AM took this opportunity to capitalize on the demand for maintenance, parts and agent recharges. Taking up the Amerex distributorship was an obvious and easy decision since it is one of the most reliable and reputable brands to be associated with.

Mr. Johnny Min took over as CEO of KO-AM Trading in 2004 and changed the name to K&A Trading Corp as part of their second-generation succession plan. Johnny grew the business, annually representing Amerex and several other reputable U.S. safety equipment brands. Together with his brother, Chris Min, they managed to position Amerex's fire extinguishers as the preferred brand in South Korea.

“ With Amerex's continued support to assist with the KGS and KFI approvals, we have succeeded where others have failed in the past. ”

When asked what makes Amerex different from other manufacturers, CEO Johnny Min responded: “In order to distribute Amerex fire extinguishers in South Korea, we require very stringent approval processes that involve KGS (Korea Gas Safety Corporation) registration and KFI (Korea Fire Institute) certification, where KGS performs safety audits for the cylinders as pressured vessels, and KFI tests the extinguishing agents to the Korean fire standards. With Amerex's continued support to assist with the KGS and KFI approvals, we have succeeded where others have failed in the past.”



LEFT TO RIGHT: Chris Min, Johnny Min

What is your favorite part of the job?

“As we continue to grow our business together with Amerex, we continue to develop and establish long-term cordial working relationships and friendships that can never be replaced. And with the support from our friends at Amerex, we have together achieved an impressive clientele base that includes customers, like SK Energy, Samsung and SK Hynix, that have become global leaders in their own rights. We are proud to have earned the trusts of these customers where Amerex's products are found in their world-class facilities.”

K&A Trading Corp has become a key factor in Amerex's success in South Korea. However, they have also represented Amerex in less traditional ways. K&A has sponsored an Amerex product in an ongoing South Korean TV show. “The First Responders” can be found streaming globally on Disney+ and is a very popular Korean drama. Look closely, and you'll see the diamond throughout the show.

When asked why fire suppression is important for your customers, Johnny replied: “As the investments in the industrial markets are sizable, as lives of the people working in those plants and facilities are precious, and as any unplanned disruptions by highly combustible materials could potentially be disastrous, the need for highly reliable fire suppression to protect their facilities and their human assets is without a doubt of great importance.”

We understand this sentiment. And we're excited to partner with K&A Trading Corp. 

events 2023-2024



EVENT DESCRIPTION	LOCATION	DATES
NCAFED	Greensboro, NC	September 26–27
CAL SAFE	Ontario	October 6–8
APTA Expo	Orlando, FL	October 8–11
AUSA	Washington, DC	October 9–11
KP/IS Training	Online	October 11–12
HOST	Milan, Italy	October 13–17
KP/IS Training	Harrisburg, PA	October 24–25
VS Training	Harrisburg, PA	October 26
KP/IS Training	Dallas, TX	November 14–15
TSD Conference	Dallas, TX	November 15–20
KP/IS Training	Dallas, TX	November 14–15
VS Training	Dallas, TX	November 16
KP/IS Training	Trussville	December 5–6
VS Training	Trussville	December 7
2024		
NAFED	Las Vegas	March 7
NAFED	Atlantic City, NJ	April 11
NAFED	New Orleans	May 23

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 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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