

The Solberg Report 01 - 2012

WORLD CLASS FIREFIGHTING FOAM INNOVATION COMES TO AMERICAS

Solberg, the firefighting foam products division of Amerex Corporation nears completion of its Americas manufacturing plant and global home office in Green Bay, Wisconsin.

Solberg Scandinavian AS, one of the largest independent firefighting foam agent manufacturers in Europe was acquired by Amerex in March 2011. The acquisition has strategically positioned Amerex to uniquely bring advanced environmentally sustainable firefighting foam technology to the Americas, and will give Amerex a global footprint as a full-line manufacturer serving the fire protection and firefighting industry.

Solberg has manufactured firefighting foam concentrates since 1977 and has facilities in Bergen, Norway and Sydney, Australia. Solberg foam concentrates include:



RE-HEALING™ Foam

Environmentally sustainable fluorine-free foam concentrates for Class B fires.

An innovation in firefighting foam, SOLBERG RE-HEALING foam concentrates contain no fluorosurfactants or fluoropolymers. Formulated using high performance synthetic foam concentrate technology, RE-HEALING foam is design to replace traditional AFFF and AR-AFFF foam concentrates and fluoroprotein foams.



ARCTIC™ Foam

Aqueous Film Forming Foam (AFFF) and Aqueous Film Forming -Alcohol Type Concentrates (AFFF/ATC™) concentrates for Class B fires. The SOLBERG line of ARCTIC foam concentrates contain no PFOS and are formulated with safety and performance in mind.



FIRE-BRAKE™ Foam

Environmentally sustainable wildland-urban interface foam concentrate for Class A fires.

FIRE-BRAKE foam concentrate from SOLBERG "makes water wetter," providing faster water penetration of the flammable substrate and controlled foam expansion for maximum Class A extinguishing performance. It is also an essential water management tool. With proper hardware and FIRE-BRAKE foam concentrate, a water supply can be expanded to at least 10 times its volume.

SOLBERG FIRE-BRAKE foam concentrate is designed and applied to Class A fires including wood, paper, coal and rubber.

The Americas facility will total 20,750 square feet of floor space within two buildings constructed of masonry and tilt up concrete. The manufacturing/warehouse/office building will encompass 16,650 square feet. A separate 4,100 square foot building will be a state-of-the-art fire research and test laboratory where products will be developed and tested to industry compliance standards.

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Office / Manufacturing Building

Fire Test Laboratory

"The foam concentrates that will be manufactured in the new plant are deployed in industrial plants via fixed suppression systems, and are also used by industrial, municipal and wild land firefighters," explained Dennis Kennedy, General Manager of Solberg's global operations.

"In addition to firefighting concentrates, the Solberg product line includes standard and customized foam suppression systems, hardware and accessories — which make Solberg a desirable one-stop resource as we expand into markets worldwide," Kennedy said. Solberg technology is preferred by customers in the aviation, chemical, mining, oil and gas and the petrochemical markets.

In alignment with it the business's product philosophy, the Green Bay facility has been developed with a "green" responsibility to the environment. The buildings are designed to be LEED certified. LEED, or Leadership in Energy and Environmental Design, is an internationally-recognized green building certification system. Developed by the U.S. Green Building Council (USGBC), LEED provides building operators and owners with a framework for identifying and implementing practical and measurable green building design, construction, operations and maintenance solutions.

PERSONNEL APPOINTMENTS



James Perriss has joined Solberg as Sales Representative for the Eastern Region of Asia Pacific. Based in Brisbane (Queensland), Australia his territory includes part of Australia (Queensland, New South Wales, and the Northern Territory), New Zealand, Antarctica, Fiji, Papua New Guinea and the Pacific Islands.

James previously worked for Chubb Fire & Security in Queensland as a major accounts manager and as an internal sales manager. James also has experience with fire and safety related products used in the drilling, oil & gas, petrochemical, and industrial manufacturing industries.

James has a BSc (Hons) in Geology from the University of Manchester (UK). A management trainee program with Rentokil Initial PLC allowed James to relocate to Australia in 2005 to work for Rentokil Initial Healthcare.





Based in Gothenburg, Sweden Fredric Pettersson has joined Solberg as Director of Sales - Europe, Middle East and Africa.

Fredric entered the fire protection industry in 1994 as an applications engineer for Fire Control Systems in Singapore. Prior to joining Solberg, Fredric worked for Svenska Skum AB as a project engineer and European sales manager. He also has ten years of experience working in the Middle East for Tyco Fire Suppression where he was responsible for the management and sales development in fifteen countries across the region.

Fredric holds a university degree in construction (Building Engineer) from the Technical College in Frölunda, Sweden.



Joining Fredric Petterssons' team, Andy Hall has been appointed Business Development Manager for the Middle East, Africa & Caspian Sea.

After six years involved with Personal Protective Equipment and Services, Andy entered the Fire Protection industry in 1996 as Ansul's Regional Manager for the Middle East & Africa. Following a successful twelve year career with Ansul and Tyco Fire Suppression (Middle East region) supporting special hazard suppression systems, Andy started his own consultancy business in 2008. He has spent the last three years assisting a U.S. based fire suppression system manufacturer establish their business in the Middle East.

Andy holds a BSc (Hons) in Mechanical Engineering from the University of Southampton (UK), and will continue to be based in Dubai, United Arab Emirates.

PRODUCT SPOTLIGHT - RE-HEALING™ FOAM

RE-HEALING™ foam concentrates from SOLBERG are an innovative environmentally sustainable fluorosurfactant and fluoropolymer-free firefighting foam used to effectively extinguish Class B fuels with no environmental concerns for persistence, bioaccumulation or toxic breakdown. RE-HEALING foam concentrates can be used in fresh, salt or brackish water and possess excellent burn back resistance due to its remarkable flow and rapid sealing characteristics.



SOLBERG RE-HEALING foam concentrates are formulated using a new high performance synthetic foam technology to replace traditional AFFF and ARAFFF foam concentrates and older fluoroprotein foams.

RE-HEALING foam concentrates are intended for use on Class B hydrocarbon and polar solvent fuel fires. Concentrates are available in 3%, 6% and 3x6 ATC formulations.



RE-HEALING foam concentrates can be used to prevent re-ignition of a liquid spill and control hazardous odors, and will improve extinguishment in deep-seated fires.

Foam non-air aspirating discharge devices as well as air aspirating discharge devices including standard sprinkler heads, can be used to obtain maximum results. The concentrates can also be used as a pre-mix



SOLBERG RE-HEALING Foam Concentrate
Authentic Fluoro-Free Foam

solution. Re-HEALING foam concentrates are compatible with most dry powder agents, and provides even greater fire protection against three-dimensional fires.

RE-HEALING foam concentrates can be proportioned at the proper foam solution percentage using common foam proportioning devices such as: eductors, inline balanced pressure proportioners, ratio controllers, and self-educting nozzles.

Solberg manufactured products are thoroughly inspected and undergo rigorous quality control tests. These evaluations analyze the foam's physical parameters as well as the finished product's fire performance.

SOLBERG IS A GLOBAL COMPANY THAT IS YOUR ONE-STOP RESOURCE FOR FIREFIGHTING FOAM CONCENTRATES AND CUSTOM-DESIGNED FOAM SUPPRESSION SYSTEMS AND HARDWARE. HIGH-QUALITY SOLBERG BRAND PRODUCTS DELIVER THE PERFORMANCE YOU NEED, AT A COMPETITIVE PRICE.

TO LEARN MORE ABOUT HOW SOLBERG CAN PARTNER WITH YOU TO SOLVE YOUR FIRE RISKS CONTACT A SALES REPRESENTATIVE FOR YOUR REGION.

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