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green BUSINESS

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Hungry for growth

Browne-Halco supplies the foodservice industry with help from its Canadian parent.

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In the right *place*

North American Construction Group and others are leading the business boom in Alberta and British Columbia.

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Joanna Miller FireTech says its commitment to training and development has secured its place in the growing fire protection industry.

FireTech, a Missouri-based design/build fire suppression contractor, specializes in the design, service, sales, fabrication and installation of fixed fire suppression systems. The company is somewhat new to the market – it was founded near the end of 2003 and is led by principals Jamie Howes, Rich Fasching and Bill Woodward.

Howes says the company is unique because each of its principals is involved in one of the three key aspects of the fire protection contracting business: He handles sales and project management, Woodward specializes in design

and engineering, and Fasching deals with installation and fabrication. “In the Midwest, we are the only firm that we know of that has the ownership background and involvement in these three key areas,” Howes says.

FireTech acquired St. Louis-based Fire Sprinklers in 2005, and has since expanded its new subsidiary’s operations.

“We have grown to a \$10.5 million contracting firm with a wide array of contracting experience,” he notes.

Active in the Mid-west, FireTech’s projects have included a wastewater treatment plant in

Omaha, Neb.; the Horseshoe Casino in Hammond, Ind.; and electrical generation plants in Missouri, Kansas and Illinois.

The company also has worked on a 26-story high-rise building, Roberts Tower in St. Louis, as well as large retail shopping stores, distribution centers, warehouses, loft apartments, condo developments, Westfield malls, and projects for Boeing Corp., St. Louis Airport and various government clients, including Scott Air Force Base, Ill., and Defense Mapping. Its hospital work has included Washington University and Fontbonne College.

'CONSTANTLY EVOLVING'

FireTech is working to keep up with changes in the fire protection industry. Howes says many products have become mainstream and there is now high competition in the marketplace. "It is through a full service offering that we find our competitive advantage," he says.

"Design/build is when we are on board from initial concept to creation of drawings with various other contracting disciplines to installation and fruition of concept. Our ability and willingness to address all the phases of this concept sets us apart from the competition."

To keep up with industry changes, FireTech is working to keep its staff current on new code developments and material inno-

ventions. To this end, the company is a member of International Code Council and the National Fire Protection Association.

Howes says these efforts have helped FireTech meet the needs of its clients. The company is positioned to handle 95 percent of all construction projects in its market, he says. "Our niche is design/build," he says. "We will research codes and create engineered drawings to help meet any fire protection needs or concerns. We will work with insurance carriers to ensure that appropriate best practices are put in place."

LOOKING FORWARD

FireTech has been heavily involved with the protection of

energy plants – both coal and hydroelectric – in the past three years, Howes says.

"They have given us an edge in this growing marketplace," he explains. "We have also done numerous wastewater treatment plants. These are two growing sectors for the industrial marketplace."

To maintain its position and growth, the company is constantly looking to build and develop its design staff through cross-training. "This allows us to utilize innovation from one offering to the next," he says.

The company has received safety awards from Travelers Insurance and has been named one of ARCO's top-10 contractors for the past two years. ■

FireTech, LLC

A FIRE SUPPRESSION CONTRACTOR



FireTech, LLC is a design build fire suppression contractor specializing in the design, service, sales, fabrication, and installation of fixed fire suppression systems.

It is our belief that the design build approach allows us to design the best product for our customer while maintaining tight cost controls.

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