

**SPRINK TECH COMPANY, INC.**  
**MEDIA KIT**

BACKGROUND

- Sprink Tech Company, Inc. is a privately held company founded in 1993 by Scott Dwyer.
- The company is a leading provider of fire sprinkler systems for educational, commercial, residential, retail and other clients in Massachusetts.
- Sprink Tech holds licenses in Massachusetts, Rhode Island and New Hampshire.
- Their expertise includes design/build; autocad design; hydraulic calculations; hydrant flow testing; seismic bracing; coordination; backflow prevention; wet and dry pipe systems; pre-action systems; service and inspection; standpipe systems; fire pumps and testing and maintenance.
- Sprink Tech provides clients with quarterly inspections and annual testing as required by NFPA 25.
- The company has a total of 45 employees (no independent contractors).
- Their extensive client list includes Fox Sports Network television station in Burlington; Avalon Woburn, a 350 unit apartment complex; The Preserve at Walpole a 14 building multi-story apartment building; The Shoppes at Blackstone Valley in Millbury, a 300,000 square foot lifestyle retail development; Advo Distribution Center in Taunton and the Dedham Middle School.
- Sprink Tech adheres to all applicable codes and standards. A typical design and installation job can be completed in three months. Larger jobs such as designing and installing a system in an apartment building, may take up to 1.5 years to complete.
- Sprink Tech uses CPVC piping in 25-30 percent of its business.
- The company also does green building, where steel piping is used instead of CPVC piping.

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FEATURE STORY ANGLES

**Sprinkling Some Wisdom** - New technologies and trends in fire sprinkler safety.

**David vs. Goliath** - Small sprinkler shop wins big clients by offered better service and competitive pricing.

**Safe & Sound** - Sprinkler inspections and why they're imperative. What's involved in a regular inspection regimen to ensure safety and keep insurance intact?

**Reducing Costs without Compromising Safety & Coverage** - How do you reduce costs without compromising safety and still meet the criteria of insurance companies? Sprink Tech touches on the use of new sprinkler head technology as an effort to give the customer the best price while meeting the local authority's requirements.

**Grappling with Success** – Business owner Scott Dwyer recently took on a new challenge and ascended to grappling champ in an open martial arts competition.

AWARDS/RECOGNITION

*Commercial Builder/Architect*, “Subcontractor of the Month”, January 2006

*New England Real Estate Journal* for several projects, most recently the Union Business Center located in Taunton, MA.

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**FIRE SPRINKLER SYSTEM INDUSTRY & FIRE FACTS**

There are more than 750 companies and individuals in the United States and throughout the world that are members of the American Fire Sprinkler Association (AFSA), a non-profit, international association representing open shop fire sprinkler contractors.

According to the National Fire Protection Agency (NFPA):

- The chances of dying in a fire are reduced by one-half to three-fourths where sprinklers are installed.
- The average property loss per fire is cut by one-half to two-thirds, compared to fires where sprinklers are not present.
- Sprinklers and smoke alarms cut the risk of dying in a home fire 82 percent, relative to having neither.
- The number of reported fires in the dormitory occupancy group increased 3% from 3,200 in 1980 to 3,300 in 2005.
- Hotels are among the places that are safest from fire, due in large part to the fire protection technology which includes automatic fire sprinklers, required for them.
- Fire sprinklers have been around for more than a century, protecting commercial and industrial properties and public buildings, such as hotels and hospitals and high-rises.
- The NFPA has no record of a fire killing more than two people in a public assembly, educational, institutional or residential building where there was a complete sprinkler system working properly.

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LEGISLATION

According to the American Fire Sprinkler Association (AFSA), current Federal Legislation in the 110th Congress includes:

- The “Fire Sprinkler Incentive Act of 2007” which will provide for accelerated depreciation of five years for automatic fire sprinkler systems installed in existing occupancies.
- The “Campus Fire Safety Right-to-Know Act of 2007” which will provide for disclosure of fire safety standards with respect to campus buildings.
- The “College Fire Prevention Act” which establishes a demonstration incentive program within the Department of Education. The program promotes installation of fire sprinkler systems or other fire suppression or prevention technologies in qualified student housing and dormitories.

According to the National Fire Protection Agency (NFPA), the most recent safety codes changed and enacted (after the Rhode Island nightclub tragedy) are:

- NFPA 101®, *Life Safety Code*®
- NFPA 5000®, *Building Construction & Safety Code*®

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REVENUES

Gross sales:

2008 \$6 million projected

2007 \$5.8 million

2006 \$4.2M

CONTACT SHEET

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