

CASE STUDY

BlazeMaster® FIRE PROTECTION SYSTEMS

AFFORDABLE FIRE PROTECTION, INC.

Norcross, Georgia

TYPE OF CONSTRUCTION:

Multi-Family, High-Rise and Light Hazard Projects

INSTALLATION TYPE:

New

SCOPE OF PROJECT:

200,000 Sprinklers Per Year

BLAZEMASTER® HELPS LEADING SOUTHEAST SPRINKLER CONTRACTOR DELIVER QUALITY, EVEN UNDER TIGHT CONSTRUCTION DEADLINES

Affordable Fire Protection, Inc. (AFP) promotes itself as having been an early adopter of BlazeMaster® Fire Sprinkler Systems, and for good reason. With more than 200 employees installing, on average, 200,000 sprinklers each year, the rapidly growing company has its hands full with a broad range of multi-family, high-rise and light hazard projects—each with its own tight construction schedule.

"We recently finished a college dorm project that originally specified steel pipe," said Crosswy. "After reviewing the specs of the project, we decided there was no way to meet the deadline using steel, so we recommended the use of a BlazeMaster CPVC fire sprinkler system, and the project was finished right on time."

Of course, in the fire protection business, safety is even more critical than speed. Crosswy is quick to point out that his company's decision to switch to BlazeMaster CPVC pipe and fittings years ago was also based on quality and reliability issues.

"We tried other CPVC products, but there were quality control issues," Crosswy said. "The manufacturers of the BlazeMaster system stand behind their product, and they've done so for more than 20 years. That's important to us. Their quality assurance program ensures the product meets our high standards. The company has additionally spent the time and money to secure more listings so their product can be used in more applications than any other non-metallic pipe in the business."

"I fully expect that as we grow, so will our use of BlazeMaster fire sprinkler systems. It helps us look good to the people and companies we serve."



"No one can afford to wait on an installation that is behind schedule," said Milton Crosswy, President of AFP. "Apartment managers have tenants waiting to move in, university dorms have class schedules to keep, and builders have contract terms they must meet. It's simply not acceptable to get behind in this business."

To help protect its reputation for on-time installations, AFP made the decision to switch a majority of its business to BlazeMaster CPVC piping. Project after project has proven to AFP management that a BlazeMaster CPVC installation can meet schedules—and exceed quality standards—never attainable with steel.



Delivery quality coupled with installation benefits adds up to major savings for Crosswy's customers. In fact, he estimates that on some projects the labor time savings is as much as 30 percent using BlazeMaster. "The time savings varies based on the size and nature of the project," he said. "With wood frame construction, for example, there is no comparison. To try to install a metal pipe system in a wood frame is like mixing oil and water. With the inconsistency that's typical of wood frame construction, installation with pre-fabricated steel can be a nightmare. The CPVC pipe isn't as rigid as steel, making it easier to install in wood frame construction, and it allows for easy, on-site modifications, as necessary." With nearly 70 percent of its business coming from residential applications, AFP has installed thousands of sprinklers in wood frame construction since its founding in 1986.

Crosswy also credits the lighter weight of BlazeMaster CPVC pipe as adding to the time and labor savings. "It's easier to maneuver on the job site," he added. "And even more important, especially in a retrofit, it's faster and easier to clean up. There's no mess on the ceiling or walls because, unlike steel, there is no need for cutting oil and threading devices. The pipe and fittings are quickly and neatly joined with a one-step solvent cement bonding system."

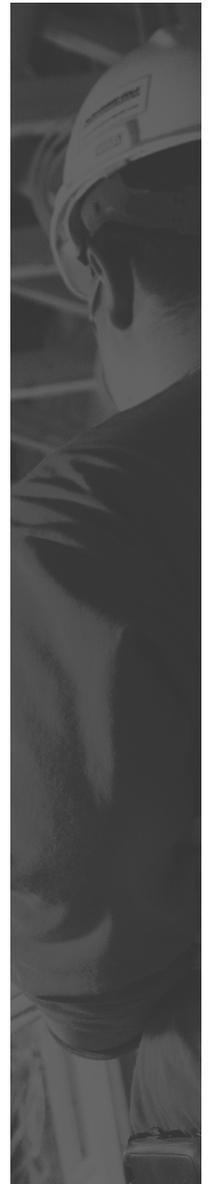
The company's commitment to quality is a major reason for its large referral business. AFP has received numerous industry and contractor quality



and construction excellence awards throughout the years. Its apprentices have been recognized for quality workmanship by taking top awards at the prestigious ABC national competition, as well as various AFSA contests.

Management at AFP works to continue reinforcing the company's leadership and quality image by taking an active role in industry education. Within AFP's ranks, there are instructors for the American Fire Sprinkler Association (AFSA), as well as the Georgia Sprinkler Association. In addition, management representatives also hold leadership and teaching positions with the Construction Education Foundation of Georgia (CEFGA) and CEF of the Carolina's.

"Our primary goal is to deliver a solid product to our customers," said Crosswy. And that's why AFP chooses to purchase BlazeMaster® CPVC pipe and fittings.



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